



FEDLINK FY2003 PRICING FOR:

DRI-WEFA, Inc
WG

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Please use these FY2003 pricing pages to verify the charges on your invoices. If you have questions about any charges the vendor has invoiced to you, please contact the FEDLINK Fiscal Hotline at **(202) 707-4900** immediately. Send any faxes to **(202) 707-4999** or email to fliccffo@loc.gov.

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE	PAGE OF PAGES 1 118
2. AMENDMENT/MODIFICATION NO. Modification # Seven (7)		3. EFFECTIVE DATE 10/01/02	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. (If applicable)	
6. ISSUED BY The Library of Congress Contracts and Logistics Services 101 Independence Avenue, SE Washington, D.C. 20540-9414		CODE	7. ADMINISTERED BY (If other than Item 6)		CODE - WG -
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code) DRI-WEFA, Inc. 1000 Winter Street, Suite 4300N Waltham, Massachusetts 02451-1341 Attn: Jamie Niedbalski			(V)	9A. AMENDMENT OF SOLICITATION NO.	
				9B. DATED (SEE ITEM 11)	
			X	10A. MODIFICATION OF CONTRACT/ORDER NO. 98CLFB70055	
				10B. DATED (SEE ITEM 13) 10/01/1997	
CODE		FACILITY CODE			
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS					
<input type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.					
12. ACCOUNTING AND APPROPRIATION DATA (If required)					
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.					
(V)	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.				
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).				
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:				
	D. OTHER (Specify type of modification and authority)				
XX	Pursuant to and in accordance with Section F. 2. Of the Basic Ordering Agreement (BOA)...Option to extend the term of the BOA.				
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return ^{Original & Two} copies to the issuing office.					
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)					
1. The purpose of this modification is to exercise the option year renewal of the referenced BOA. The period of performance will be from 10/01/02 until 09/30/03.					
2. Pricing and services shall be in accordance with the attached sheets.					
3. All other terms and conditions remain unchanged.					
15A. NAME AND TITLE OF SIGNER (Type or print)			16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)		
			Joan M. Fitts, Contracting Officer		
15B. CONTRACTOR/OFFEROR		15C. DATE SIGNED	16B. UNITED STATES OF AMERICA		16C. DATE SIGNED
(Signature of person authorized to sign)			BY Joan M. Fitts (Signature of Contracting Officer)		9/30/02
NSN 7540-01-152-8070 PREVIOUS EDITION UNUSABLE			30-105		STANDARD FORM 30 (REV. 10-83) Prescribed by GSA FAR (48 CFR) 53.243

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CONTACTS**Databanking Contacts*****Financial (Lisa Buck) - all in Lexington***

Database	Primary Contact	Secondary Contact
CI/=	Linda Ansill	Dianne Lowe
FACS/DATA	Tim Stone	Lisa Buck
INDEX/DATA, INDEX/DOW	Linda Ansill	Dianne Lowe
SANDP	Linda Ansill	Dianne Lowe
TSE/=	Linda Ansill	Dianne Lowe
DRISEC	Kathie Hannigan	Lisa Buck
ENERGY	Linda Ansill	Dianne Lowe
METALS WEEK	Linda Ansill	Dianne Lowe
BASIC/D, BASIC/FX, BASIC/W	Tim Stone	Lisa Buck

Domestic (Abib Niang) - all in Washington

Database	Primary Contact	Secondary Contact
USCEN, USCEN/NAR	Thomas Vu, Joanne James	Abib Niang
ASREP/DATA	Mark Freidlin	Toan Thai
FFUNDS	Thomas Vu	Abib Niang
USWB/DATA	Thomas Vu, Joanne James	Abib Niang
MARKETS	Abib Niang	Toan Thai
USPRICE	Thomas Vu	Abib Niang
PLATTS	Mark Freidlin	Abib Niang
WARDS	Abib Niang	Mark Freidlin
CONSENT (UNIV OF MICHIGAN)	Thomas Vu, Joanne James	Abib Niang
BASIC/DATA	Thomas Vu, Joanne James	Abib Niang
All Internal Data Bases	Abib Niang	Toan Thai

International (Diane Flasar) - Location noted

Database	Primary Contact	Secondary Contact
DRIINTL: Europe, incl. E. Europe	Lily Seo (DC), Irene Durda (TOR)	Diane Flasar (DC)
Japan, U.S., Canada	Irene Durda	Abib Niang
Latin America	Janice Branco (LX), Otto Llamas (LX)	Lily Seo
Asia	Lily Seo	Grace Saleh (DC)
Other Emerging Markets	Lily Seo	Grace Saleh
INTERNATIONAL AGENCY		
IMF, IMFDOT, IMFBOP	Irene Durda	Abib Niang
OECDMEI, OECDNIA	Irene Durda	Diane Flasar
WDEBT, BIS	Irene Durda	Diane Flasar
EUROSTAT	Irene Durda	Diane Flasar
COUNTRY BANKS:		
Europe	Irene Durda	Lily Seo
DBCANM, DBCAND	Irene Durda	Abib Niang
JAPAN	Irene Durda	Abib Niang
DRIASIA	Lily Seo	Grace Saleh
PlanEcon	Lily Seo	Diane Flasar
Other Emerging Mkts	Lily Seo	Diane Flasar

Products and Services Contacts

<u>Service</u>	<u>Primary Contact</u>	<u>Secondary Contact</u>	<u>Manager</u>
Consulting	Please refer to Consulting section of the price book for contacts.		
Canadian Service –	Nicole Hsieh 416-682-7302	Robert Fairholm 416-682-7301	Robert Fairholm 416-682-7301
Cost Information Service	Laura Hodges 202-383-3616	John Mothersole 202-383-3644	Laura Hodges 202-383-3616
Global Automotive Service	Please refer to Autos section of the price book for contacts.		
Energy Service	Please refer to the Energy Services section of the price book for contacts.		
U.S Industry Service	Doug Rhoades 781-860-6143	Laura Hodges 202-383-3616	Mark Ulmer 202-383-3641
International Service	Devi Aurora 781-860-6208	Francisco Larios 781-860-6442	Farid Abolfathi 781-860-6658
Steel Service	John Anton 202-383-3524	John Anton 202-383-3524	Mark Ulmer 202-383-3641
U.S. Economic Service (Macro)	Duty Consultant	Cynthia Latta 781-860-6750	Cynthia Latta 781-860-6750
U.S. Regional Service	Luke Jaramillo 781-860-6938	David Stiff 781-860-6742	David Stiff 781-860-6742

AUTOMOTIVE SERVICE

AUTOMOTIVE SERVICE

Products and Services

Publications:

- Asian Automotive Industry Forecast Service
- East European Automotive Industry Forecast Service
- North American Light Vehicle Industry Forecast Service
- South American Automotive Industry Forecast Service
- World Car Industry Forecast Service
- World Car Sales Industry Forecast Service
- World Light Truck Industry Forecast Service
- World Truck Industry Forecast Service

Databases/Custom Solutions/Other:

- Consolidated Global Light Vehicle Production OR Sales Database
- Consolidated Global Light Vehicle Production OR Sales Database IN PLACE OF PUBS
- Consolidated Global Light Vehicle Production OR Sales Database IN ADDITION TO PUBS
- Consolidated Global Sales AND Production Database
- Cut of Consolidated Database – Sales AND Production by Vehicle Manufacturing Group (OEM)
- Other Custom Database Deliveries AND/OR Packages Involving Sections of the Publications
- Automotive Insight
- Western European Monthly Production Forecast Service

PUBLICATIONS:

Type	Ser.	Doc	Description	Forecast Frequency	Annual FEDLIN K Price
			<i>ASIAN AUTOMOTIVE INDUSTRY FORECAST SERVICE</i>		
22	1474		FULL SERVICE (3 sets)	Three	\$16,005
		419	Publications		
		88	Data Diskette		
			EXTRA SET – THREE ISSUES		\$ 1,600
22	1475		SINGLE PUB/DISKETTE	One-Time	\$ 5,820
		203	Issue 1 (approx. end March)		
		204	Issue 2 (approx. beginning July)		
		362	Issue 3 (approx. end November)		
22	550		<i>EAST EUROPEAN AUTOMOTIVE INDUSTRY FORECAST SERVICE*</i>		
			* Joint service with PlanEcon,		
22	550		FULL SERVICE (3 sets)		\$12,125
		112	East European Automotive Industry Forecast Report – April, September (with data diskette)	Two	\$ 9,700
		117	East European Monitors	Quarterly	\$ 2,425
NA	NA	NA	EXTRA SETS		\$ 1,212
NA	NA	NA	SINGLE FORECAST REPORT	One-Time	\$ 7,760

AUTOMOTIVE SERVICE

Type	Ser.	Doc	Description	Forecast Frequency	Annual FEDLINK Price
<i>NORTH AMERICAN LIGHT VEHICLE INDUSTRY FORECAST SERVICE</i>					
22	469		FULL MONTHLY SERVICE (3 sets)	Monthly	\$16,005
		109	Forecast Report		
		77	Data diskette		
			EXTRA SET - MONTHLY	Monthly	\$ 1,600
22	468		FULL QUARTERLY SERVICE (3 sets)	Quarterly	\$11,115
		Disk/Pub			
		343/134	January		
		383/145	February		
		386/149	March		
		389/151	April		
		395/156	May		
		396/165	June		
		397/167	July		
		436/168	August		
		461/169	September		
		462/170	October		
		464/172	November		
		467/175	December		
			EXTRA SET - QUARTERLY		\$ 1,115
22	467		SINGLE PUB/DISKETTE	One-Time	\$ 3,395
<i>SOUTH AMERICAN AUTOMOTIVE INDUSTRY FORECAST SERVICE</i>					
22	471		FULL QUARTERLY SERVICE (3 sets)	Quarterly	\$14,550
		708	Forecast Report		
		709	Data Diskette		
			EXTRA SET - QUARTERLY		\$ 1,455
22	473		SINGLE PUB/DISKETTE		\$ 4,850
		723	Q 1		
		724	Q 2		
		725	Q 3		
		726	Q 4		
<i>WORLD CAR INDUSTRY FORECAST SERVICE</i>					
22	634		FULL QUARTERLY SERVICE (3 sets)	Quarterly	\$12,804
		254	Forecast Report		
		255	Data Diskette		
			EXTRA SET - QUARTERLY		\$ 1,280
22	554		SINGLE PUB/DISKETTE		\$ 4,850
		401	Q 1		
		402	Q 2		
		404	Q 3		
		405	Q 4		
			DISK ONLY Priced On An Individual Basis		

AUTOMOTIVE SERVICE

Type	Ser.	Doc	Description	Forecast Frequency	Annual FEDLINK Price
WORLD CAR SALES INDUSTRY FORECAST SERVICE					
22	551		FULL SEMI-ANNUAL SERVICE (3 sets)		\$16,102
		273	July		
		274	December		
			EXTRA SET - SEMI-ANNUAL		\$ 1,610
			SINGLE PUB/DISKETTE		\$ 9,215
		27	July		
		65	December		
WORLD LIGHT TRUCK INDUSTRY FORECAST SERVICE					
22	553		FULL QUARTERLY SERVICE - STANDALONE (3 sets)		\$12,804
		249	Forecast Report		
		141	Data Diskette		
		Disk/Pub	EXTRA SET - STANDALONE		\$ 1,280
		734/487	March		
		735/718	June		
		736/489	September		
		737/719	December		
22	558		SINGLE PUB/DISKETTE - STANDALONE		\$ 4,850
22	553		FULL QUARTERLY SERVICE - WITH WORLD CAR (3 sets)		\$ 6,402
		249	Forecast Report		
		141	Data Diskette		
			EXTRA SET - WITH WORLD CAR		\$ 902
22	557	Disk/Pub	SINGLE PUB/DISKETTE - WITH WORLD CAR		\$ 2,425
		734/487	March		
		735/718	June		
		736/489	September		
		737/719	December		
			DISK ONLY Priced On An Individual Basis		
WORLD TRUCK INDUSTRY FORECAST SERVICE					
22	552		FULL QUARTERLY SERVICE (3 sets)		\$11,115
		48	Pub and Diskette		
			EXTRA SET - QUARTERLY		\$ 1,115
			SINGLE PUB/DISKETTE		\$ 3,880
		469	Q 1		
		486	Q 2		
		NA	Q 3		
		NA	Q 4		

AUTOMOTIVE SERVICE

DATABASES/CUSTOM SOLUTIONS/OTHER:

Type	Ser.	Doc	Description	Forecast Frequency	Annual FEDLINK Price
22	472		Consolidated Global Light Vehicle Production OR Sales Database – IN PLACE OF PUBS		
		CD ROM/E-mail 710/714 711/715 712/716 713/717	QUARTERLY SERVICE (Single Site; to 3 users) Asia (3 updates) East Europe (2 updates) NAFTA(4 updates) South America(4 updates) Western Europe (4 updates) <i>Global Database (All Regions, 4 database updates)</i> Add World Truck (4 updates) - EXTRA SITES Q1 Q2 Q3 Q4		A - \$8,002 EE \$9,700 NA \$5,577 SA \$7,275 E \$9,700 G - \$40,255 WT \$5,577 30% of list
		710/714 711/715 712/716 713/717	IN PLACE OF PUBS SINGLE DELIVERY (Single Site – to 3 users) Asia (1 delivery) East Europe (1 delivery) NAFTA(1 delivery) South America(1 delivery) Western Europe (1 delivery) <i>Global Database (All Regions, 1 delivery)</i> Add World Truck (1 delivery) EXTRA SITES Q1 Q2 Q3 Q4		A - \$6,402 EE \$7,760 NA \$4,462 SA \$5,820 WE \$7,760 G - \$32,204 WT \$4,462 30% of list
22	472		Consolidated Global Light Vehicle Production OR Sales Database IN ADDITION TO PUBS (cont'd)		
			FULL QUARTERLY SERVICE <i>Sample Calculation</i> AAS (3 updates) - \$16,005 X 85% = \$13,604 EEA (2 updates) - \$12,125 X 100% = \$12,125 NALV (4 updates) - \$11,155 X 75% = \$8,366 SAA (4 updates) - \$14,550 X 75% = \$10,912 Western Europe (4 updates) - \$19,206 X 75% = \$14,404 Total Pubs(All Regions, 4 updates) - \$59,412/year Add Consolidated Sales OR Production Database = \$5,941		

AUTOMOTIVE SERVICE

		Same DB doc codes as above	<p>Total With Pubs AND Consolidated Sales OR Production Database = \$65,354 Add WT (4 updates) - \$11,155 X 75% = \$8,366 Add monthly NALV - \$4,850 X 75% = \$3,637</p> <p>ASSOCIATED REVENUE ALLOCATIONS BY PRODUCT (QUARTERLY OPTION WITHOUT WORLD TRUCK OR MONTHLY NALV)</p> <p>77.63% X list applicable to all but EEA. EEA = 100%</p> <p>EEA = \$12,125 AAS = \$12,424 NALV = \$8,660 SAA = \$11,295 Western Europe WC for production or WCS for sales = \$9,939 WLT = \$4,970 DB = \$59,412 X 10% = \$5,941 If add WT and monthly NALV, allocations are based on 77.08% X list applicable to all but EEA. EEA = 100%</p>		
			EXTRA SITES		\$ 1,455 for database + regional support charge Database price = \$970 if this is 3 rd delivery medium
NA	NA		Consolidated Global Sales AND Production Database		
		CD-ROM/ e-mail	<p>QUARTERLY SERVICE (Single Site – to 3 users) Asia (3 updates) East Europe (2 updates) NAFTA (4 updates) South America (4 updates) Western Europe (4 updates) <i>Global Database (All Regions, 4 database updates)</i> Add World Truck (4 updates) -</p> <p>EXTRA SITES Q1 Q2 Q3 Q4</p>		<p>A - \$10,379 EE - \$9,700 NA - \$7,275 SA - \$9,506 E - \$12,513 G - \$49,373 WT - \$7,275 30% of list</p>
		710/714 711/715 712/716 713/717	<p>FULL QUARTERLY SERVICE <i>Sample Calculation</i> AAS (3 updates) - \$16,005 X 85% = \$13,604 EEA (2 updates) - \$12,125 X 100% = \$12,125 NALV (4 updates) - \$11,155 X 75% = \$8,366 SAA (4 updates) - \$14,500 X 75% = \$10,913 Western Europe (4 updates) - \$19,206 X 75% =</p>		

AUTOMOTIVE SERVICE

		Same DB doc codes as above	\$14,405 Total Pubs(All Regions, 4 updates) - \$59,413/year Add Consolidated Sales OR Production Database = \$8,912 Total With Pubs AND Consolidated Sales OR Production Database = \$68,325 Add WT (4 updates) - \$11,115 X 75% = \$8,366 Add monthly NALV - \$4,850 X 75% = \$3,638		
			EXTRA SITES - QUARTERLY		\$ 1,940 for DB + reg. support feasible. \$1,455 if 3 rd medium
NA	NA		Cut of Consolidated Database - Sales OR Production by Vehicle Manufacturing Group (OEM)		
			STAND-ALONE PRICING PER DELIVERY		
		NA	1 st OEM		\$ 7,760
		NA	2 nd to 4 th OEMs		\$ 5,820/OEM
		NA	5 th and above OEMs		\$ 3,880/OEM
			WITH PUB SUBSCRIPTIONS		
			If subscribe to one pub		50% discount off above pricing
			If subscribe to 2-3 pubs		60% discount
			If subscribe to 4 or more pubs		70% discount
			EXTRA SITES – PER DELIVERY		\$ 776/OEM
NA	NA		Cut of Consolidated Database - Sales AND Production by Vehicle Manufacturing Group (OEM)		
			STAND-ALONE PRICING PER DELIVERY		
		NA	1 st OEM		\$11,640
		NA	2 nd to 4 th OEMs		\$ 8,730
		NA	5 th and above OEMs		\$ 5,820
			WITH PUB SUBSCRIPTIONS		
			<u>If subscribe to one pub</u>		50% discount off above pricing
			<u>If subscribe to 2-3 pubs</u>		60% discount off above pricing
			<u>If subscribe to 4 or more pubs</u>		70% discount off above pricing
			EXTRA SITES – PER DELIVERY		\$ 1,164/OEM

AUTOMOTIVE SERVICE

			Other Custom Database Deliveries AND/OR Packages Involving Sections of the Publications		Prices are prorated based on share of total content/value.
			For example, a quarterly-updated package containing the global overview chapter from <i>World Car</i> plus global manufacturer-level detail from the Consolidated Light Vehicle Production Database		\$19,400
			Automotive Insight		
			EXTRA SITES - QUARTERLY		\$ 1,940 for Automotive Insight + regional support charge where feasible; \$1,500 if this is 3 rd delivery medium
45	650		Western European Monthly Production Forecast Service		
			ONLINE SYSTEM		
		NA	Single User	Monthly actuals added as available	\$9,700+
		NA	Up to 5 Users		\$12,125+
		NA	Up to 10 Users		\$14,550+
		NA	Up to 15 Users		\$16,975+
		NA	Up to 20 Users		\$19,400+
		NA	Up to 25 Users		\$21,825+
		NA	<u>More than 25 Users</u>		\$24,735+
			+ Yearly DRIPRO Support Per Station		\$ 1,455
		NA	PERIODIC DATA DELIVERIES		Case-by-case pricing
			Financial Sector Clients Only (Western European Package)		
			Data disk containing WE model-line LV sales and production (one)	Quarterly	\$10,185
			Group level for rest of world (one)	Quarterly	\$ 3,395
22	R093		Web Access (Flexible Approach)		No charge for initial code
			Web site and Intranet trials in existing accounts are encouraged to measure level of interest across broad base of users and thus to lay foundation for incremental growth based on usage.		

AUTOMOTIVE SERVICE

On-Road Vehicle Volume Forecasting

The ongoing Standard & Poor's *DRI* research activity that produces the off-the-shelf textual analysis pertaining to the global motor vehicle industry and associated Consolidated Light-, Medium- and Heavy-Duty Vehicle Production and Sales Databases is uniquely robust. This is because Standard & Poor's draws upon both its:

- Bottom-up, hands-on, multi-disciplinary knowledge of the industry, and
- Daily analysis of exchange rates, business investment risk, wage rates and materials costs, and the economic indicators for over 100 countries worldwide

The Global Automotive Group is unrivalled in this regard.

Prospective clients:

- Seek a reliable, financially stable information supplier who meets delivery deadlines, provides quality results, and is positioned for a long-standing relationship
- If suppliers require complete coverage of global activity, which we achieve to well over 95 percent for final assembly/production at the model-line and plant level of detail. If OEMs typically have more modest expectations, that we successfully address
- Need the flexibility to modify the service package contents to reflect technological innovations and trends and/or shifts in their business focus, e.g., requiring global or selected regional information about component/system/module suppliers and technology market shares
- Want vehicle production volume forecasts to share a probable and cohesive set of inter-related global economic, political and other business risk, and vehicle sales assumptions
- Expect a strong, documented forecast track record
- Require ongoing support, i.e., knowledgeable analysts who monitor trends and are available to answer questions
- Are price sensitive

The Standard & Poor's *DRI* Global Automotive Group (a member of the \$3B+ Standard & Poor's, McGraw-Hill family since the late 1970s) comprises 40 full-time specialists dedicated to the research and analysis of the automotive industry. Many staff members have both engineering and market research credentials and were previously employed by vehicle manufacturers and the supplier industry. Our full time staff are highly experienced in international research on the ground in North America, Western Europe, Eastern Europe, countries of the Former Soviet Union, Asia Pacific, Africa, and South America. In addition, Standard & Poor's *DRI* regularly draws upon the resources of affiliates in various regions with local knowledge and expertise. Client relationships benefit from:

- The experienced, multi-disciplinary, multi-lingual global automotive research team
- Standard & Poor's hundreds of economists and analysts (100 of them at *DRI*) who focus day-to-day on related topics such as exchange rates, trade flows, energy and the environment, wages and materials costs, economics, and business investment risk
- Thirty years of excellent corporate credentials assuring product support and continuity of service

See descriptions of the various automotive forecasting services elsewhere in this pricing document.

AUTOMOTIVE SERVICE

Powertrain Databases

The Core Powertrain Database [1 + E + T below] consists of both engine [E] and transmission [T] fields. Full transmission coverage applies to Western Europe, NAFTA, Japan, South Korea, and is on a "best efforts basis" for the other regions, with the most transmission detail among the emerging markets available for Argentina and Brazil. Engine Management Systems [M] and Catalysts [C] fields purchased with Core Powertrain are discounted (see below). Stand-alone pricing for the Engine Management Systems or Catalysts Databases is the same as that for Core Powertrain.

Full Powertrain Concepts

1	Region	E	Horsepower/RPM	T	Electronic Automatic Transmission Integration with Engine Management System
1	Country of Vehicle Origin	E	Torque		
1	Group Name	E	Torque/RPM		
1	Local Assembler	E/M	Fuel System Injection Type		
1	Brand	E/M	Fuel System Type	C	Number of Substrates per Catalyst
1	Model Variant	E	Cam Type	C	Catalyst Type
1	Model Range	E	Type of Aspiration	C	Substrate Material
1	Platform	E	Cylinder Block Material	C	Substrate Supplier
1	Segment	E	Cylinder Block Supplier		
1	Vehicle Type	E	Cylinder Head Material	M	Combined Control Unit Supplier
1	Fuel	E	Cylinder Head Supplier	M	Combined Control Unit Location
1	CC	E	Catalyst	M	Electronic Fuel Injection
E	Engine Model	E/C		M	Injector Type
E	Engine Source			M	Injector Supplier
E	Engine Plant	T	Drive		
E	Engine Manufacturer	T	Type of Transmission	M	Electronic Throttle Control Unit Supplier
E	Engine Configuration	T	Transmission Plant		
E	Engine Position	T	Transmission Manufacturer	M	Electronic Throttle Control Unit Location
E	Engine Mounting	T	Transmission Model		
E/M	Number of Cylinders	T	Transmission Source	M	Electronic Throttle Control Integration
E/M	Valves per Cylinder	T	Electronic Automatic Transmission Control Unit Supplier		
E/M	Horsepower				
E/M	Kilowatts				

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Core Powertrain Forecast Pricing

(See list of Powertrain concepts prefixed 1, E, T above)

Region	Non Forecast Service Clients			Forecast Service Clients		
	4 Deliveries	2 Deliveries	1 Delivery	4 Deliveries	2 Deliveries	1 Delivery
NAFTA	\$14,550	\$11,640	\$9,700	\$9,700	\$7,275	\$5,820
S. America	<i>\$11,640</i>	<i>\$10,670</i>	\$9,700	<i>\$7,760</i>	<i>\$6,790</i>	\$5,820
West Europe	\$14,550	\$11,640	\$9,700	\$9,700	\$7,275	\$5,820
East Europe		<i>\$10,670</i>	\$9,700		<i>\$6,790</i>	\$5,820
Japan		\$11,640	\$9,700		\$7,275	\$5,820
South Korea		<i>\$7,760</i>	\$5,820		\$4,850	\$3,880
India		<i>\$12,610</i>	\$11,640		<i>\$8,730</i>	\$7,760
China		<i>\$12,610</i>	\$11,640		<i>\$8,730</i>	\$7,760
Americas	\$22,310	\$19,012	\$16,490	\$14,841	\$12,610	\$11,058
Europe	\$22,310	\$19,012	\$16,490	\$14,841	\$12,610	\$11,058
Japan/Korea		\$16,490	\$13,192		\$10,961	\$8,827
NA+WE+J/K	\$43,650	\$34,920	\$29,100	\$29,100	\$23,280	\$19,400
All Regions	\$72,750	\$58,200	\$48,500	\$48,500	\$38,800	\$32,010

* Includes 4 updates for Western Europe and two updates for Eastern Europe and the Former Soviet Union.

** Includes 4 updates for NA (with Mexico) and Western Europe, 3 updates for Japan and South Korea (one update is volumes-only update.)

*** Includes 4 updates for Western Europe and North America, 4 updates for Brazil and Argentina (3 of these being volumes-only), 3 updates for Japan and South Korea (1 of these volumes-only), 2 updates for China, India and Eastern Europe and the Former Soviet Union (1 of each of these volumes-only). DRI can include one additional volumes-only update for China and for India at an additional \$970 each. Italics mean volume-only update.

Engine OR Transmission Forecast Pricing

(See Powertrain concepts prefixed 1, and E or T)

Region	Non Forecast Service Clients			Forecast Service Clients		
	4 Deliveries	2 Deliveries	1 Delivery	4 Deliveries	2 Deliveries	1 Delivery
NAFTA	\$11,640	\$9,312	\$7,760	\$7,760	\$6,208	\$5,238
S. America	<i>\$9,700</i>	<i>\$8,730</i>	\$7,760	<i>\$7,178</i>	<i>\$6,208</i>	\$5,238
West Europe	\$11,640	\$9,312	\$7,760	\$7,760	\$6,208	\$5,238
East Europe		<i>\$8,730</i>	\$7,760		<i>\$6,208</i>	\$5,238
Japan		\$9,312	\$7,760		\$6,208	\$5,238
South Korea		\$6,208	\$4,656		\$4,074	\$3,104
India		<i>\$10,282</i>	\$9,312		<i>\$7,178</i>	\$6,208
China		<i>\$10,282</i>	\$9,312		<i>\$7,178</i>	\$6,208
Americas	\$18,139	\$15,326	\$13,192	\$12,707	\$10,573	\$8,827
Europe	\$18,139	\$15,326	\$13,192	\$12,707	\$10,573	\$8,827
Japan/Korea		\$13,192	\$10,573		\$8,730	\$7,081
NA+WE+J/K	\$34,920	\$28,130	\$23,280	\$23,280	\$18,430	\$15,520
All Regions	\$58,200	\$46,560	\$38,800	\$38,800	\$31,040	\$25,220

* Includes 4 updates for Western Europe and two updates for Eastern Europe and the Former Soviet Union.

** Includes 4 updates for NA (with Mexico) and Western Europe, 3 updates for Japan and South Korea (one update is volumes-only update.)

*** Includes 4 updates for Western Europe and North America, 4 updates for Brazil and Argentina (3 of these being volumes-only), 3 updates for Japan and South Korea (1 of these volumes-only), 2 updates for China, India and Eastern Europe and the Former Soviet Union (1 of each of these volumes-only). DRI can include 1 additional volumes-only update for China and for India at an additional \$970 each. Italics mean volume-only update.

AUTOMOTIVE SERVICE

Core Powertrain plus Catalysts OR Engine Management Systems (See Powertrain concepts prefixed 1, E, T, and C or M)

Region	Non Forecast Service Clients			Forecast Service Clients		
	4 Deliveries	2 Deliveries	1 Delivery	4 Deliveries	2 Deliveries	1 Delivery
NAFTA	\$19,691	\$15,714	\$13,095	\$13,095	\$10,476	\$8,730
S. America						
West Europe	\$19,691	\$15,714	\$13,095	\$13,095	\$10,476	\$8,730
East Europe						
Japan		\$15,714	\$13,095		\$10,476	\$8,730
South Korea		\$10,476	\$7,857		\$6,984	\$5,238
India						
China						
Americas						
Europe						
Japan/Korea		\$22,310	\$17,848		\$14,841	\$11,931
NA+WE+J/K	\$61,110*	\$48,500	\$39,770	\$39,770	\$32,010	\$26,675
All regions						

South Korean coverage for Catalysts OR Engine Management is Cars only.

** Includes 4 updates for NA (including Mexico) and Western Europe, 3 updates for Japan and South Korea (one update is volumes-only update.)

Core Powertrain plus Catalysts AND Engine Management Systems (See Powertrain concepts prefixed 1, E, T, C, M)

Region	Non Forecast Service Clients			Forecast Service Clients		
	4 Deliveries	2 Deliveries	1 Delivery	4 Deliveries	2 Deliveries	1 Delivery
NAFTA	\$24,056	\$19,206	\$16,005	\$16,005	\$12,804	\$10,767
S. America						
West Europe	\$24,056	\$19,206	\$16,005	\$16,005	\$12,804	\$10,767
East Europe						
Japan		\$19,206	\$16,005		\$12,804	\$10,767
South Korea		\$12,804	\$9,603		\$8,439	\$6,402
India						
China						
Americas						
Europe						
Japan/Korea		\$27,257	\$21,728		\$18,139	\$14,550
NA+WE+J/K	\$74,690*	\$58,200	\$48,985	\$49,955	\$39,770	\$32,980
All regions						

South Korean coverage for Catalysts OR Engine Management is Cars only.

** Includes 4 updates for NA (including Mexico) and Western Europe, 3 updates for Japan and South Korea (one update is volumes-only update.)

Catalysts Standalone Pricing = Same as Core Powertrain Pricing

Engine Management Systems Pricing = Same as Core Powertrain Pricing

Contact Stewart Pedder for pricing assistance.

Other Component Research

- **Headlamps** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Navigation Systems** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Occupant Safety** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Power Seats** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Power Steering** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability

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- **Power Windows** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **HVAC and Engine Cooling** (Developed and emerging market coverage varies by component/module) – See David Smith-Tilley for pricing and availability
- **Cockpit Modules** (WE) – See David Smith-Tilley for pricing and availability
- **Front End Modules and Components Used Therein** (WE) - See David Smith-Tilley for pricing and availability
- **Springs, Dampers, Suspensions and Related Modules** (WE) - See David Smith-Tilley for pricing and availability
- **Sun Roofs and Roof Modules** (WE) - See David Smith-Tilley for pricing and availability
- **Torque Managing Differentials** (WE, NAFTA, Japan, S. Korea, Argentina, Brazil, Eastern Europe and Former Soviet) - See Philip Gott for pricing and availability

West European Car Parc (Vehicles On the Road) Database

Full product sale: \$29,100

Contact Stewart Pedder for pricing assistance.

Other Capabilities

“One Voice” and U.S. Regional Vehicle Demand Forecasting – See Jerome Williams. Custom work. Described elsewhere in this price document.

U.S. Residual Risk Forecasts and Portfolio Analysis – See Susan Haule. Custom work. Described elsewhere in this price document.

Single Client Consulting Studies – See Philip Gott in North America and David Smith-Tilley in Europe. Custom work. Described elsewhere in this price document.

Custom Client Vehicle Segmentation – See Susan Haule in North America and Stewart Pedder in Europe. Custom work.

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Component Research

Databases provide an accounting in selected regions of car and light truck production, disaggregated to show component usage, technological developments and supplier information. Databases include both historic statistics and forecasts over five-six years, and are delivered electronically via e-mail, CD-ROM or data diskette. Analysis via pivot table, summary tables and graphs can be included in the delivery as requested by each client. The databases facilitate analysis of market share by platform, model and component configuration using any commonly used commercially available spreadsheet or database software, and they are backed by ongoing analyst support.

Deliverables combine the results of phone, survey, interview-based, and physical component research with Standard & Poor's *DRI* Consolidated Global Light Vehicle Production Database. The consolidated database incorporates, into a single file format with consistent naming conventions, the information generated from Standard & Poor's *DRI*'s various regional automotive research activities. Component databases are developed on a custom and off-the-shelf multi-client basis. Standard & Poor's *DRI* regularly adds fields to existing databases to accommodate clients' evolving requirements.

EXAMPLES:

- **Engine** (WE, NAFTA, Japan, S. Korea, Argentina and Brazil, China and India, Eastern Europe and the Former Soviet Union) – See Stewart Pedder for pricing and availability
- **Transmission** (WE, NAFTA, Japan, S. Korea, Argentina and Brazil) – See Stewart Pedder for pricing and availability
- **Catalysts** (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability
- **Engine Management Systems** (WE, NAFTA, Japan, S. Korea) — See Stewart Pedder for pricing and availability
- **Headlamps** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Navigation Systems** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Occupant Safety** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Power Seats** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Power Steering** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **Power Windows** (WE, NAFTA, Japan, S. Korea) – See Stewart Pedder for pricing and availability
- **HVAC and Engine Cooling** (developed and emerging market coverage varies by component/module) – See David Smith-Tilley for pricing and availability
- **Cockpit Modules** (WE) – See David Smith-Tilley for pricing and availability
- **Front End Modules and Components Used Therein** (WE) - See David Smith-Tilley for pricing and availability
- **Springs, Dampers, Suspensions and Related Modules** (WE) - See David Smith-Tilley for pricing and availability
- **Sun Roofs and Roof Modules** (WE) - See David Smith-Tilley for pricing and availability
- **Torque Managing Differentials** (WE, NAFTA, Japan, S. Korea, Argentina, Brazil, Eastern Europe and Former Soviet) - See Philip Gott for pricing and availability

AUTOMOTIVE SERVICE**Lease Residual Value Forecasting, Lease Portfolio Risk Analysis, Equipment Loading Effects on Vehicle Demand and Value, and Associated Product Planning Applications**

Standard & Poor's Residual Risk Management Team consists of industry experts from the Global Automotive Group who have considerable experience in leasing and residual value analysis. The team regularly forecasts used vehicle prices; maintains an historical equipment-loading database; forecasts the contribution to the residual value by option; and helps financial institutions and vehicle manufacturers both evaluate and manage residual risk. The team is supported by more than 40 automotive analysts plus a staff of over 100 economists. Standard & Poor's credentials include:

- Over seven years of experience in automotive residual value forecasting and lease portfolio analysis
- Sophisticated residual value forecast, return probability, and portfolio valuation models that incorporate Standard & Poor's industry, economic, and financial projects; and experience working with proprietary client-supplied data and segmentation
- Use of highly accurate, industry-accepted vehicle price data provided by Black Book, sometimes augmented by clients' own price data, and a joint venture with Ward's Communications, the leading North American industry resource for data on factory-installed optional equipment as well as historical vehicle sales and production data
- Over 15 years of experience tracking and forecasting trends in the automotive industry, including new vehicle sales, production, product cycles, product characteristics, and other factors that influence residual values
- The most comprehensive database of economic, demographic and global automotive industry indicators that are crucial to understanding U.S. used vehicle market dynamics

Additional applications enable vehicle manufacturers to address:

- Which of their vehicle segments have held their U.S. market value best/worst in the used vehicle market and why? Used vehicle stock (supply) expectations and emerging U.S. price trends. Economic shifts and effects on segment level demand. Implications for the client's future product planning.
- Which vehicles have held their U.S. market value best/worst, and why? Emerging competitive/pricing dynamics. Product cycle effects. Optional/standard equipment changes and effect on demand and market value for the client's and competing vehicles. Implications for the client.
- Which equipment maintains the highest/lowest U.S. market value? New equipment (ventilated seats) expected used market value performance. Emerging U.S. price trends for equipment on new vehicles. Implications for the client's lease residuals.
- U.S. equipment loading trends among the client's competitors. Implications regarding which equipment the client should make standard *versus* optional and why.
- Other insights relevant to the client based on Standard & Poor's ongoing analysis of U.S. lease residual risk plus any proprietary data regarding the open or closed client lease portfolio and/or incentives that the client might provide to enrich this study. Possible additional work could include the creation of a proprietary demand elasticity-incentive usage forecast model for the client.

AUTOMOTIVE SERVICE

Market Entry, Technology Assessment, Competitor, M&A, and Other Opportunity Studies
Typically \$29,100 - \$72,750/Region

The Standard & Poor's *DRI* Global Automotive Group works closely with automotive OEMs, component suppliers, and others involved with the industry worldwide to develop near-, medium- and long-term plans and strategies. Standard & Poor's typically helps these clients assess market opportunities, evaluate risk; identify competitive advantages and liabilities; assess prospective partners; uncover unmet customer needs; and create and implement technical, business and market entry strategies to exploit competitive strengths and to achieve targeted business results.

EXAMPLE ASSIGNMENTS

- **The Western European Market for Integrated Front End Modules for Light Vehicles**

In Western Europe, most new light vehicle programs feature open-end vehicle architecture. Standard & Poor's estimates that the percentage will be 70 percent by 2003. And FEM penetration will be expanding soon into other regions. This recently completed multi-client study provides a detailed database indicating for each vehicle — the plant, platform, FEM supplier, FEM sub-module/major component manufacturers, and usage to 2003; major characteristics of the market suggesting future opportunities; and competitor profiles. Some other regions are included where major new European light vehicle platforms involve 'world assembly.'

- **Powertrain Technology Strategies, 1995-2010**

This study involved developing an overall forecast for light vehicle powertrain technology trends through 2010 by means of in-depth interviews with selected vehicle manufacturers in the USA, Europe and Japan, together with major component suppliers and specialist R&D organizations. Vehicle OEMs as well as engine and transmission component suppliers to guide their long range technology and business planning have used the results. To date the forecasts in this work for the commercialization of advanced technologies — particularly variable valve timing, gasoline direct injection and continuously variable transmissions — are reasonably on-track.

- **Assessment of the Global Market for Limited Slip Differentials**

This study required interviews to be undertaken in the United States, Europe, Korea, India, China, Thailand and Brazil. Standard & Poor's assessed the market for limited slip differentials, the technical and customer issues influencing demand, determined the market's view of competing technologies and evaluated the client's market position as a supplier of these components. As a result, the client developed unique approaches to the markets in South America, Asia and North America and undertook technical developments and established strategic alliances to better meet the needs of each market segment.

- **Market and Technology Assessment of Gasoline Direct Injection**

The automotive market for engines using gasoline direct injection (GDI) was assessed and the technological approaches of each of the engine developers was determined through a series of interviews with vehicle manufacturers, engine management and fuel system suppliers and R&D houses in the U.S., Europe, Japan and Korea. Standard & Poor's team helped the client understand what market volumes would be attained by GDI technology, the various approaches being taken by the system developers and the most opportune market entry points. The client used Standard & Poor's findings to expand and support their internal business and technology plans.

- **Prospects for Multiplexing**

Standard & Poor's was hired on a single-client basis to assess the OEMs' inclination to adopt multiplexing, where, for which applications and how quickly. The study also evaluated the OEM decision-making process, i.e., which functions within each prospective customer company would likely be the key decision-makers.

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- **Prospects for Head-Up Display and Global Competitive Activity**
Standard & Poor's was hired on a single-client basis to assess the OEMs' inclination to adopt HUD, on which vehicles, where on the vehicle, and how quickly. The study also evaluated the OEM decision-making process, i.e., which functions within each prospective customer company would likely be the key decision-makers, and potential competitors.
- **Characteristics of the Air Bag Market: U.S. & Europe**
This project required a strategic assessment of business opportunities for a late-entrant to the automotive market for electronic controls for passive restraints. Trends in crash detection and analysis techniques were assessed to identify entry points for our client. Strategic technology development alliances and OEM-supplier relationships were determined and assessed to determine market dynamics and strengths and weaknesses of the major players. A potential technology development partner was identified as well as opportunities for our client to leapfrog existing technologies in order to gain a strong market position in Europe.
- **Market Opportunities for a Solid State Power Controller**
Our client needed design and market input for a next generation automotive electronic power controller. The Standard & Poor's team worked with the client to hypothesize a number of potential applications and then tested the hypotheses with systems developers and their customers. Input and output characteristics for the power controller were defined and matched against technical and economic selection criteria. A number of potential opportunities were boiled down to a few good business opportunities to provide the client with a sound business case and market-driven basis for the design of the next generation device.
- **Development of a North American Automotive Electronics Market Entry Strategy**
For a major European supplier, a market entry point was identified and product strategy developed that was compatible with both the needs of the marketplace and the capabilities and market position of the client. Potential joint venture or acquisition candidates were also evaluated, with specific recommendations as to those best able to complement the client's capabilities and provide the necessary growth potential to fulfill the client's business goals.
- **Input to Entry Strategy for West European Vehicle Engine Cooling and HVAC Replacement Parts and Service Market**
This entailed a detailed forecast assessment of replacement parts demand potential for major HVAC and engine cooling products including radiators, condensers, compressors, receiver-dryers and other related parts. The analysis embraced such considerations as vehicle manufacturer warranty periods and customer loyalty; R12 to R134a conversion and anticipated legislative effects; service cycles for vehicular a/c systems, refrigerant/receiver dryers; incidence of component failure and collisions; and country variations.
- **Assessment of the Western European Supply Infrastructure and Supply Characteristics for Selected Replacement Parts**
This study included 'profiling' of major country markets and distributors/manufacturers of parts. It focused on the origins and manufacturers of each replacement part; main channels of distribution and estimated share of business; main distributor/retail chains versus independents; expected development of the distribution infrastructure; supply/distribution and retail alliances; service capabilities and coverage; and identification and profiling of major players.

AUTOMOTIVE SERVICE

Product Descriptions – Global Automotive Group**ASIAN AUTOMOTIVE INDUSTRY FORECAST SERVICE**

The Asian Automotive Industry Forecast Service publication and data diskette are issued at least three times annually in March, July, and November. The service also includes periodic faxes highlighting important interim events and effects, and ongoing telephone access to Standard & Poor's senior analysts. In depth analysis and forecasts of the light-, medium-, and heavy-duty vehicle markets are provided for all the significant Asian markets including Australia, China, India, Indonesia, Japan, Malaysia, Pakistan, the Philippines, South Korea, Taiwan, and Thailand. The service addresses issues ranging from such fundamentals as infrastructure development, demographics, income growth and outlook for vehicle demand to specific industry factors such as manufacturer strategies and product plans, production capacities, competitiveness, local content levels and component industry trends. Reports emphasize economic forecasts and analysis and developments in the Asian automotive industry. Two years of historical data and six years of forecasts cover passenger car, light commercial vehicle and heavy commercial vehicle demand and production for each of the major Asian markets at a manufacturer and segment or model level of detail. A longer-term spot forecast is also included.

EAST EUROPEAN AUTOMOTIVE INDUSTRY FORECAST SERVICE

The East European Automotive Industry Forecast Service is a joint-venture product between Standard & Poor's *DRJ* and PlanEcon. Covering all major East European countries and the most important former Soviet Union Republics, it features forecasts and detailed analysis for the light, medium, and heavy-duty on-road vehicle industries, extending out ten years. Twice annually updated forecast reports with data diskettes (April and September) feature economic forecasts and analysis including the key areas of consumer welfare, industrial performance, economic reform, trade and transport legislation, foreign investment and the privatization process. In addition, the service offers demand projections and model line production forecasts as well as a breakdown for imports (used and new), domestic sales and exports; historical data and forecasts on vehicle ownership (parc--total registrations); and commercial truck segmentation. Monitors supplement the concepts in the forecast reports four times a year. Two of the Monitors, released in conjunction with the forecast reports, feature data with regional commentary. Two released in the interim quarters provide (in addition to the data) comprehensive written summaries of recent events. Senior analysts are available throughout the year to discuss their published assessment and respond to the likely industry effects of current events.

NORTH AMERICAN LIGHT VEHICLE INDUSTRY FORECAST SERVICE

Standard & Poor's monthly-updated North American Light Vehicle Forecast Service provides comprehensive analyses and forecasts of the North American (U.S., Canadian and Mexican) automotive markets. The service also offers insightful analysis on the economic, demographic and financial forces that impact the light vehicle market as well as topical issues that affect future light vehicle sales and production. It includes year-by-year U.S., Canadian and Mexican passenger car and light truck sales forecasts by manufacturer, make, and model that extend out six years; month-by-month and quarter-by-quarter U.S., Canadian, and Mexican passenger car and light truck production forecasts by manufacturer, make, platform, model and assembly plant that extend out two years; and year-by-year U.S., Canadian, and Mexican car and light truck production forecasts by manufacturer, make, platform and model that extend out six years. Additional key features are forward product plans for all light vehicles sold in the U.S. out six years, and detailed information on all North American assembly plants including product changeovers. Senior analysts are available throughout the year to discuss their published assessment and respond to the likely industry effects of current events. A faxed and/or e-mailed monthly-updated *AutoEnvironment* brief supplements the service by providing Standard & Poor's perspective on timely topics.

AUTOMOTIVE SERVICE**SOUTH AMERICAN AUTOMOTIVE INDUSTRY FORECAST SERVICE**

Standard & Poor's quarterly updated South American Automotive Industry Forecast Service provides an extensive timely round-up of developments in South America's light-, medium-, and heavy-duty vehicle markets and industries, as well as -- on an occasional basis -- an in-depth analysis of a selected country and topical issues. The service is a guide for critical business decisions, providing: information and insight to facilitate strategic planning, competitive analysis, and a review of best practices based on essential industry data. Coverage addresses economic and political assessment and implications for vehicle demand and supply; regional integration and government policy; significant characteristics of the vehicle markets (demographics, infrastructure, product requirements, import regimes, segmentation, regulation, distribution trends); manufacturer strategies and planned investment; export potential; and component industry structure. Countries for which the service provides quarterly-updated five-year light vehicle production forecasts by model, and sales forecasts by model in most cases with summary text highlighting key forecast assumptions are: Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay, and Venezuela. Each report is accompanied by a companion data diskette. Senior analysts are available to discuss their published view and respond to current events. A supplementary faxed and/or e-mailed monthly-updated AutoEnvironment brief evaluates significant industry developments.

WORLD CAR INDUSTRY FORECAST SERVICE

Standard & Poor's quarterly-updated World Car Industry Forecast Service provides a global perspective out six years on the car industry. The introductory chapter features an overview of the total light vehicle marketplace, complete with data tables including historical and forecasted production by country (cars, light commercial vehicles, and total light vehicles) and aggregate production of cars and of light trucks by light vehicle manufacturer by country. Model-line production detail covers cars produced in the 14 TRIAD producing markets. Production data are provided at the platform and niche sector level for Western Europe. Other key features of the report and companion data diskette are an overview of key developments in the legislative, economic and competitive environment by region of the world; year-by-year forecasts for production (by manufacturer for all countries and regions and by model-line for Western Europe, North America, and Japan); demand forecasts by market and by segment; and details of Western European manufacturer product plans; new models, new platforms, body-type changes and facelifts. Senior analysts are available to discuss their published view and respond to current events. Month-by-month forecasts of Western European light vehicle production with plant-level detail are available in a separate electronic forecasting service. A separate companion volume and diskette provide forecasts of production to the model-line for light commercial vehicles in the developed markets.

WORLD CAR SALES INDUSTRY FORECAST SERVICE

The World Car Sales Forecast Service provides model-line sales forecasts for every car manufacturer in Western Europe, the U.S. and Japan. Reports and companion data diskettes are updated twice annually, in July and December. The service is designed to complement the World Car Industry Forecast Service, where the emphasis is on production. Western European light truck sales are available, updated quarterly, in the World Light Vehicle Industry Forecast Service, and cars and trucks together for Western Europe and other regions of the world in the Consolidated Global Light Vehicle Sales Database.

WORLD LIGHT TRUCK INDUSTRY FORECAST SERVICE

Standard & Poor's quarterly-updated World Light Truck Industry Forecast Service is a monitoring and forecasting service covering the developed world's major light truck markets up to 6t GVW. Light vehicle segments included in the report and on the companion data diskette are two car substitute segments (off-road vehicles and multi-purpose vehicles) plus five light commercial vehicle segments: car-derived vans, pick-ups, microvans, medium vans and heavy vans. The service provides six-year forecasts for model-line sales and production for North America, Japan, and the Western European countries, and discussion about overall market trends, recognizing expanding segments and evaluating competitive performance. It also

AUTOMOTIVE SERVICE

highlights changes in the political, economic and legislative environment. Senior analysts are available to discuss their published view and respond to current events.

WORLD TRUCK INDUSTRY FORECAST SERVICE

The quarterly updated World Truck Industry Forecast Service focuses on medium and heavy-duty trucks. It combines quantitative analytical techniques with informed judgment, to provide forecasts and analysis of truck sales and production in 25 countries representing over 90 percent of the world's production. Detailed geographic coverage includes the U.S., Canada, Mexico; Western Europe: all countries of the EU and EFTA; Turkey; Argentina and Brazil; Japan, India, South Korea. (Supplementary detail on Eastern Europe, the Former Soviet Union, China, and additional South American countries is also available for an extra charge.) Source data have been refined by detailed analysis in order to establish uniform and consistent weight segmentation on a global basis. Sales forecast coverage includes new registrations: total, by country by manufacturer, and by gross vehicle weight (GVW) sector for the three truck sectors (6.01-15.0t, >15t rigids, and articulated trucks, artics, tractors.) Detailed sector sales information may not always be available in some of the newly emerging markets.) Production is forecasted in total, by country, by manufacturer, and by GVW sector (6.01-15.0t, >15t rigids, artics.) There is some coverage of vehicle parc: total, and by weight sector. For light commercial vehicles in Western Europe the service provides sector information for registrations and production by manufacturer, with a detailed demand analysis covering commercial vehicles below 6 tons gross vehicle weight. Service features include forecast tables and supporting commentary for each country with summaries for Europe and the world; demand and production by source, manufacturer, weight class and sector on a uniform basis for most of the markets covered; summary tables with production by manufacturer and assembly plant; manufacturer market shares and competitive changes highlighted in tables; and key economic data with assumptions and summaries based on Standard & Poor's economic forecasting services. Senior analysts are available to discuss their published view and respond to current events.

CONSOLIDATED GLOBAL LIGHT VEHICLE PRODUCTION DATABASE

The database captures over 95 percent of the world's model-line light vehicle (car and LCV/light truck) final assembly/production, with recent actual statistics and forecasts out five to six years. It is delivered electronically as a flat file (typically a Microsoft Excel workbook, with client-specified summary tables and a pivot table analytic tool) via e-mail, CD-ROM or data diskette, and facilitates analysis of market share by vehicle manufacturing group, OEM, brand, vehicle segment, platform, and model. For example, the file can be manipulated using Microsoft Access, the Excel pivot table function, and/or other commonly used commercially available software and can be loaded into clients' own proprietary databases. The database combines into a single file format with consistent naming conventions the information generated as a result of Standard & Poor's extensive regional automotive research activities. Fields include:

- Region of Vehicle Final Assembly/Production*
- Country of Vehicle Final Assembly/Production*
- Local Assembler*
- Assembly Group*
- Plant*
- Whether Final *Production* or Final *Assembly**
- Kit Country of Origin*
- Platform Owner
- Group Name*
- Brand*
- DRI Vehicle Type*
- Sector*
- Segment
- Model
- Model Range
- Platform
- Production Model Range
- Production Brand
- GVW*
- Official Vehicle Type
- Launch Year (in progress)
- *Current Year Plus Each of Next Five Years Forecast**

AUTOMOTIVE SERVICE

The database is updated as Standard & Poor's updates the regional automotive services. It can be delivered in full or in part, e.g., for selected OEMs' activity in selected regions, on a recurring subscription or one-time basis. Medium- and heavy-duty truck coverage can be consolidated into the light vehicle database delivery. The fields designated by "*" are available though not quoted here for medium- and heavy-duty vehicles as well as for light vehicles. Standard & Poor's is in the process of adding body style and door plan detail, involving supplementary cost. We will deliver the database to incorporate clients' own segmentation.

CONSOLIDATED GLOBAL LIGHT VEHICLE SALES DATABASE

The database provides an accounting of model-line car and light truck sales for most regions worldwide, with recent actual statistics and forecasts out five to six years. The database is delivered electronically (for example, as a Microsoft Excel workbook or file with client-specified summary tables and a pivot table analytic tool) via e-mail, CD-ROM or data diskette. It facilitates analysis of market share by vehicle manufacturing group, OEM, brand, vehicle segment, platform, and model. The database combines into a single file format with consistent naming conventions the information generated as a result of Standard & Poor's extensive regional automotive research activities. Standard & Poor's will deliver the database to incorporate clients' own segmentation. Coverage includes the following countries. If not otherwise specified, coverage is to model-line level of detail. The database is updated as Standard & Poor's updates the regional automotive services. It can be delivered in full or in part, e.g., for selected OEMs' activity in selected regions, on a recurring subscription or one-time basis.

Africa	Croatia (aggregate)	Chile (manufacturer)
South Africa (cars only; LCVs to come)	Czech Republic	Colombia
	Estonia (aggregate)	Ecuador
	Hungary	Paraguay (manufacturer)
Asia	Kazakhstan (aggregate)	Peru
Australia	Latvia (aggregate)	Uruguay (expect to add model detail soon)
Bangladesh (aggregate)	Lithuania (aggregate)	Venezuela
China	Macedonia (aggregate)	
Hong Kong (aggregate)	Poland	West Europe
Indonesia	Romania	Austria
India	Russia (aggregate)	Belgium
Japan	Slovakia	Denmark
Korea	Slovenia	Finland
Malaysia	Turkey (cars only)	France
Pakistan	Ukraine (aggregate)	Germany
Venezuela	Uzbekistan (aggregate)	Greece
Philippines		Ireland
Singapore (aggregate)	North America	Italy
Sri Lanka (aggregate)	Canada	Netherlands
Taiwan	Mexico	Norway
Thailand	United States	Portugal
Vietnam (aggregate)		Spain
Eastern Europe	South America	Sweden
Belarus (aggregate)	Argentina	Switzerland
Bulgaria (aggregate)	Bolivia (aggregate)	UK
	Brazil	

AUTOMOTIVE SERVICE

Fields include:

- | | | |
|------------------|-------------------------------|--|
| • Region of Sale | • Model | • Global Segment (in progress) |
| • Sale Country | • Regional Segment | • Current Year Plus Each of Next Five Years Forecast |
| • Source Country | • Regional Sector | |
| • Group Name | • GVW (LCVs) | |
| • Brand | • Global Sector (in progress) | |
| • Model Range | | |

AUTOMOTIVE SERVICE

Automotive Insight

Automotive Insight is a powerful tool. It enables users to run queries on subsets of the Consolidated Global Light Vehicle Production and Sales Databases; download data to any Windows-based spreadsheet or word processing application; and search, cut, and paste commentary, analysis, and charts from the global automotive forecast publications to which the users subscribe.

Western European Monthly Production Forecast Service

The Western European Monthly Light Vehicle Production Forecast Service provides monthly model-line and plant-level car and light truck recent historical and forecasted production, plus the date of the most recent actual monthly production number for each vehicle in each country. The service is complementary to the World Car and World Light Truck Industry Forecast Services. Monthly production forecasts extend 24 months ahead (current plus next year) and are continuously reviewed. The service is provided 'on-line' and updated as new data are released by the multiple contributing source organizations. Standard & Poor's DRIP^{ro} allows the user to create spreadsheets of the entire historical and forecast production data at the click of a button, using a range of packages such as Microsoft Excel. A pre-determined set of macros create multi-dimensional pivot tables. Using this system it is possible to produce summary tables and a variety of graphical representations of the most up-to-date build data. Cross-country data summation at the model or manufacturer level is also available. Monthly build forecasts are derived from model line forecasts published in Standard & Poor's automotive forecast reports. Standard & Poor's approach is as follows -- layered seasonal patterns are applied which account for trends in market demand and working patterns at the assembly plants; these are then used to estimate individual line rates; and inventory build and stock rundown are accounted for during product replacements and new model introductions. To receive historical production data, for copyright reasons, clients must be subscribers to source information from Europe's statistical authorities. Standard & Poor's also offers the data on a single-delivery basis in spreadsheet format.

Powertrain and Other Component Databases

These databases provide an accounting in selected regions of car and light truck product disaggregated to show component usage, technological developments and supplier information. The products are provided in database format with both historic statistics and forecasts over five to six years. The databases are delivered as a flat files via e-mail, CD-ROM or data diskette, often with a pivot table analytic tool and summary tables requested by each client. They facilitate analysis of market share by platform, model and component configuration using any commonly used commercially available spreadsheet or database software, and are backed by ongoing analyst support.

Full Powertrain consists of a Core Powertrain (engine and transmission) Database, Engine Management Systems Database, and Catalysts Database. Core engine coverage is offered for light vehicles produced in NAFTA, Western Europe, Japan, South Korea, Argentina, Brazil, China, India, and East Europe and the Former Soviet Union. Transmission detail is available for NAFTA, Western Europe, Japan, South Korea, Argentina and Brazil. Updates are offered quarterly. Engine Management Systems and Catalysts detail is available for light vehicles produced in NAFTA, Western Europe, and Japan, and cars only in South Korea. Field listings are included with the pricing matrix in this document.

Stewart Pedder is the appropriate contact for pricing and availability of the core Powertrain, Engine Management Systems and Catalysts Databases. Other off-the-shelf/in development databases currently managed by Stewart include: **Headlamps** (WE, NAFTA, Japan, S. Korea), **Navigation Systems** (WE, NAFTA, Japan, S. Korea), **Occupant Safety** (WE, NAFTA, Japan, S. Korea), **Power Seats** (WE, NAFTA, Japan, S. Korea), and **Power Windows** (WE, NAFTA, Japan, S. Korea.) David Smith-Tilley is the appropriate contact to discuss pricing and availability of **Global HVAC and Engine Cooling** (developed and emerging market coverage varies by component/module), **Cockpit Modules** (WE), **Front End Modules and Components Used Therein** (WE), **Springs, Dampers, Suspensions and Related Modules** (WE), and **Sun Roofs and Roof Modules** (WE) **Databases**. Phil Gott is managing the development of a **Torque Managing Differential Database** (WE, NAFTA, Japan, S. Korea, Argentina, Brazil, Eastern Europe and Former Soviet).

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Component database projects are sometimes undertaken on a custom basis. Standard & Poor's regularly adds fields to existing databases to accommodate client's evolving requirements.

West European Car Parc (Vehicles on the Road) Database

By relating vehicle population statistics to their original registration volumes and specification, Standard & Poor's has produced detailed and consistent parc databases for Western Europe. These provide reliable tools with which to aid analysis of component consumption and the changing requirements of the automotive aftermarket. Available fields include: Country of Origin, Vehicle Manufacturer, Vehicle Model, Year of Registration, Engine CC, Engine Power, Fuel Type, Fuel System Type, Number of Cylinders, Engine Configuration, Valves Per Cylinder, Aspiration, Drive and Population. The service is updated annually. Standard & Poor's analysts are available to answer questions regarding data. Stewart Pedder is responsible for this database.

See useful language elsewhere in the price document pertaining to:

- On-Road Vehicle Volume Forecasting
- Market Entry, Technology Assessment, Competitor, M&A, and Other Opportunity Studies
- Component Research
- U.S. Regional Demand Forecasting and Other "One Voice" Projects
- U.S. Lease Residual Value Forecasting, Lease Portfolio Risk Analysis, Equipment Loading Effects on Vehicle Demand and Value, and Associated Product Planning Applications

CANADIAN SERVICE

CANADIAN SERVICE

Products and Publications

Type	Service	Document	Description	Frequency	Annual FEDLINK Price
22	314	79	The Canadian Economy	Monthly	\$7,178 nonservice*
22	854	121	The Canadian Forecast Summary	Monthly	\$3,250 nonservice*
22		545	North American Teleconference	Monthly	Service Only

*Nonservice subscriptions include only the publication and data diskette and may not be discounted.

Services

Type	Service	Description	Frequency	The Canadian Forecast Summary	Teleconference	Canadian Fax	The Canadian Economy	Internet Access, One user	Invitations to Conferences	Access to Staff	List Price
22	400	The Canadian Economic Service	M	✓	✓	✓	✓	✓	✓	✓	\$8,803

Canadian Model Packages

Type	Service	Document	Description	Frequency	FEDLINK Price	With Subscription
22	34	147	Canadian Quarterly Model - PC Model Disk	Quarterly	\$5,626	Short-or Long-Term Service
22	70	394	Canadian Quarterly Model - PC Model Disk	Semi-Annual	\$4,753	Short-or Long-Term Service
49	900	291	Canadian Control Alternatives Add-On	Quarterly	\$1,479	Short-or Long-Term Service
49	901	296	Canadian Trend (10 Year) Add-On	Quarterly	\$2,086	Short-or Long-Term Service
49	902	300	Canadian Trendlong (20 Year) Add-On	Semi-Annual	\$1,285	Short-or Long-Term Service

Quarterly Model Packages include PC software, documentation, and updates of DRI control forecasts either on a quarterly, semi-annual, or annual schedule. Also includes annual maintenance fees of \$1,814 for model updates

Canadian Dataports – Subscribers Only

Type	Service	Access	Banks Included	FEDLINK Price
45	68	Single User	Basic Canadian National – Subscriber Only	\$1,940
		Firmwide	@CANADA/QDATA, @CNSIM, @CANADA/INDATA, @CANADA/QDATA, @CNSIM, @CANADA/INDATA, @CNSIM/IND	\$5,820
45	69	Single User	Basic Canadian Regional Dataport – Subscribers Only	\$1,940
		Firmwide	@CANREG, @CANRIS @CANREG, @CANRIS	\$5,820
45	73	Single User	@CANREG	\$1,067
		Firmwide	@CANREG	\$3,201

*plus the royalty cost of Cdn \$.90 or \$.60 USD/series.

CANADIAN SERVICE**Product Descriptions – Canadian Service****THE CANADIAN ECONOMY**

The Canadian Economy presents the DRI outlook for the Canadian economy on a monthly basis. While each publication contains a forecast summary for the Canadian economy, some months will have a more detailed focus. The following describe the different focuses of the publication:

- **SHORT-TERM FOCUS**

Four times per year, and follows the release of the quarterly national income and expenditure accounts. The publication focuses on economic prospects for the next five years and includes the forecast summary, an executive summary, an article highlighting risks to the outlook, and occasional special studies on topical issues.

- **LONG-RANGE FOCUS**

Published twice per year and highlights the 25-year outlook. The publication includes the long-term Canadian Forecast Summary, an executive summary, and the key assumptions and policies that shape economic prospects for the next two and a half decades.

- **REGIONAL FOCUS**

Published quarterly and highlights the economic outlook for all ten Canadian provinces (British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland). Three issues focus on the ten-year prospects, with particular emphasis on the next five years, while the other highlights the 25-year outlook. Each edition includes an executive summary for each province, and detailed graphs and tables with relevant commentary.

CANADIAN FORECAST SUMMARY

An eight page summary of the forecast that is published ten times per year. Eight editions focus on the key factors shaping business prospects for the next five years, including a complete summary table of the outlook. The two remaining editions highlight the main themes of our 25-year forecast, including key policy assumptions.

CANADIAN FAX

Highlights important developments affecting Canada's economy and is also issued following each short-term outlook.

CANADIAN SERVICE

The Canadian Economic Service**FEDLINK Price: \$8,803**

The Canadian Economic Service, is the top of the line Canadian Macro product..

SERVICE 400 INCLUDES:

- The Canadian Economy
- Canadian Forecast Summary (up to 3 copies)
- Invitations to Canadian Outlook Conferences
- Telephone access to the Research Staff
- North American Teleconferences
- Canadian Fax

DOC NUMBERS: 17, 79, 121, 108, 545

Monthly

Monthly

Ad Hoc Data Package- Subscribers Only

<u>Type</u>	<u>Service</u>	<u>Access</u>	<u>Description</u>	<u>FEDLINK Price</u>
44	520	Single User	\$999 of access @ \$3.88/access*	\$999

*\$3.88/series CNSIM, CANADA if subscriber to service #145, 197, 314, 400, 857

*\$3.88/series CANRIS, CANREG if subscriber to service #400, 867

*all other databanks at standard price book prices

Forecast Diskette Service:

This service requires a subscription to the Canadian Economic Service. Users of other DRI Basic Services (U.S. Macro, Regional, Industry, Cost Information, Energy, Steel, or World Service) or the Semi-Annual Canadian Economic Service may purchase the Canadian Forecast Diskette Service at twice the following prices:

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Frequency</u>	<u>FEDLINK Price</u>
49	846	301	100 Variables	Quarterly	\$1,867
49	847	302	100 Variables	Semi-Annual	\$1,382
49	848	303	400 Variables	Quarterly	\$2,571
49	849	305	400 Variables	Semi-Annual	\$1,867

CANADIAN SERVICE

Single-Copy Review Sales – 1 Copy Only

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Frequency</u>	<u>FEDLINK Pric</u>
22	859		The Canadian Economy		\$1,673
		161	January		
		211	February		
		206	March		
		184	April		
		217	May		
		537	June		
		195	July		
		218	August		
		207	September		
		205	October		
		220	November		
		538	December		
22	871		Canadian Forecast Summary		\$631
		224	January		
		535	February		
		227	March		
		228	April		
		536	May		
		229	June		
		230	July		
		239	August		
		259	September		
		264	October		
		266	November		
		269	December		
22	R017	EXTRA REVIEW COPIES: Any copies beyond the entitled number as part of the subscription, should be billed at the flat rate of <u>\$582</u> per copy per year.			

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Consulting Services

Standard & Poor's *DRI's* consulting services leverage the company's wealth of industry, economic and company information. By applying the insight and expertise of our data, forecasting and analysis services, Standard & Poor's *DRI* advises our clients about specific issues that affect their competitive positions in the marketplace. We investigate marketplaces and global economic dynamics, identify the external market forces that shape markets, and analyze each individual firm's potential growth opportunities and challenges. We then translate that analysis into a framework the client may use to plan its growth strategy.

Standard & Poor's offers consulting services to four primary target markets:

- Automotive Industry
- Corporations
- Governments
- Management Consultants

This guide provides information for hands-on use by the sales executives and proposal managers that are actively involved in proposal efforts. For each target market this section will:

- ☒ Identify key customer groups within the market
- ☒ List, and describe, our core consulting competencies
- ☒ Provide a case study to illustrate the competency
- ☒ Give a list of contacts for the consulting services
- ☒ Indicate whether marketing collateral is available to illustrate the capability

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Automotive Industry Consulting Services**KEY CUSTOMERS**

- ◆ Original equipment manufacturers (OEMs)
- ◆ Component suppliers
- ◆ Finance/leasing companies
- ◆ Industry organizations
- ◆ Automotive transportation companies

Standard & Poor's *DRI* draws on the expertise of over 40 automotive experts with credentials in engineering, finance, marketing, sales, product strategy, and market research, plus more than 100 economic forecasters and financial analysts worldwide. Our multi-lingual, multi-national team understands the forces at play — market, product, technological, economic, financial, trade, transportation, energy, regulatory, demographic, and political — and the ways they interact to influence automotive industry growth and market opportunities.

Standard & Poor's *DRI* leverages this knowledge base to help automotive OEMs, component manufacturers, financial organizations, transportation companies, and other businesses decide on issues such as:

- Which markets to enter, when to enter, and which customers to target
- Future product strategies
- With whom to partner
- Where to locate production and assembly plants
- How to protect their bottom line against such risks (e.g., the volatility of currency markets)

Core consulting services for key customer groups include:

- Component research
- Market entry, technology assessment
- U.S. regional demand forecasting
- Lease residual value forecasting/lease portfolio risk analysis

Component research. Databases provide an accounting in selected regions of car and light truck production (disaggregated to show component usage), technological developments and supplier information. Component research databases include both historic statistics and forecasts over five to six years, and are delivered electronically via e-mail, CD-ROM or data diskette. Analysis via pivot table, summary tables and graphs, can be included in the delivery on request.

The databases facilitate analysis of market share by platform, model and component configuration using any commercially available spreadsheet or database software. They are backed by ongoing analyst support.

Deliverables combine the results of phone, survey, interview-based, and physical component research with Standard & Poor's Consolidated Global Light Vehicle Production Database. The consolidated database incorporates, into a single file format with consistent naming conventions, the information generated from Standard & Poor's various regional automotive research activities. Component databases are developed on a custom and off-the-shelf multi-client basis. Standard & Poor's regularly adds fields to existing databases to accommodate clients' evolving requirements.

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Examples:

Engine (WE, NAFTA, Japan, S. Korea, Argentina and Brazil, China and India, Eastern Europe and the Former Soviet Union) -- See Stewart Pedder for pricing and availability

Transmission (WE, NAFTA, Japan, S. Korea, Argentina and Brazil) -- See Stewart Pedder for pricing and availability

Catalysts (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Engine Management Systems (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Headlamps (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Navigation Systems (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Occupant Safety (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Power Seats (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Power Steering (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

Power Windows (WE, NAFTA, Japan, S. Korea) -- See Stewart Pedder for pricing and availability

HVAC and Engine Cooling (Developed and emerging market coverage varies by component/module) -- See David Smith-Tilley for pricing and availability

Cockpit Modules (WE) -- See David Smith-Tilley for pricing and availability

Front End Modules and Components Used Therein (WE) - See David Smith-Tilley for pricing and availability

Springs, Dampers, Suspensions and Related Modules (WE) - See David Smith-Tilley for pricing and availability

Sun Roofs and Roof Modules (WE) - See David Smith-Tilley for pricing and availability

Torque Managing Differentials (WE, NAFTA, Japan, S. Korea, Argentina, Brazil, Eastern Europe and Former Soviet) - See Philip Gott for pricing and availability

Market entry/technology assessment. Standard & Poor's *DRI* works closely with automotive OEMs, component suppliers, and others to develop near-, medium- and long-term plans and strategies. Standard & Poor's typically helps these clients assess market opportunities, evaluate risk; identify competitive advantages and liabilities; assess prospective partners; uncover unmet customer needs; and create and implement technical, business and market entry strategies to exploit competitive strengths and to achieve targeted business results.

Case Study: The Western European Market for Integrated Front End Modules for Light Vehicles

In Western Europe, most new light vehicle programs feature open-end vehicle architecture. Standard & Poor's estimates that the percentage will be 70 percent by 2003. And FEM penetration will be expanding soon into other regions.

This recently completed multi-client study provides a detailed database indicating for each vehicle — the plant, platform, FEM supplier, FEM sub-module/major component manufacturers, and usage to 2003; major characteristics of the market suggesting future opportunities; and competitor profiles. Some other regions are included where major new European light vehicle platforms involve 'world assembly.'

Case Study: Powertrain Technology Strategies, 1995-2010

This study involved developing an overall forecast for light vehicle powertrain technology trends through 2010 by means of in-depth interviews with selected vehicle manufacturers in the USA, Europe and Japan, together with major component suppliers and specialist R&D organizations.

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The result: The study's findings have been used by vehicle OEMs, as well as engine and transmission component suppliers, to guide their long range technology and business planning. To date the forecasts in this work for the commercialization of advanced technologies – particularly variable valve timing, gasoline direct injection and continuously variable transmissions – are reasonably on-track.

Case Study: Assessment of the Global Market for Limited Slip Differentials

Client Challenge: A multinational automotive component manufacturer needed to revitalize its product portfolio and identify new market opportunities.

Our Solution: We performed original research to assess the market for limited slip differentials and the technical and customer issues that influence demand in the U.S., Europe, Korea, India, China Thailand and Brazil. Based on market position in each region, we recommended a marketing, technology and sourcing strategy for each region including leading-edge product opportunities.

The result: The company brought two new products to market, developed unique approaches to markets in South America, Asia and North America, initiated technical developments and established strategic alliances to better meet the needs of each market segment.

Case Study: Market and Technology Assessment of Gasoline Direct Injection

Client Challenge: A U.S.-based automotive component supplier was looking for an independent market assessment and strategic recommendations when it noticed that developments for gasoline direct injection (GDI) engines in Japan and Europe did not match its market intelligence for the U.S.

Our Solution: Standard & Poor's performed desk research and interviews with vehicle manufacturers, engine management and fuel system suppliers and R&D houses in the U.S., Europe, Japan and Korea in order to evaluate the state-of-the-art for each GDI OEM in each region, estimate market volumes, and identify market opportunities.

The result: The supplier used the findings to expand and support its business and technology plans, taking a systems rather than component approach, and eventually introduced its own GDI engine.

CONTACTS: Phil Gott (781-860-6964), David Smith-Tilley (011-44-181-5456-246)

U.S Regional Demand Forecasting. These projects, for the automobile manufacturers in North America, combine the following to produce custom forecasts and analysis of the client's competitive performance and prospects (by vehicle segment or model, by geographic area):

- Analysis of the R.L. Polk vehicle registration data
- Segmentation unique to each customer
- The client's own proprietary information
- The client's view of manufacturer forward product plans, and in some cases, of the U.S. economic outlook
- Demographic analysis from Standard & Poor's and other sources
- Standard & Poor's U.S. regional economic outlook representing client-defined sales/distribution territories, and
- The Global Automotive Group's outlook for U.S. vehicle sales by model

Such projects are often intended to get the various client staff groups, e.g., product planning, financial planning, distribution, marketing, and dealer management, talking among themselves and agreeing to "One Voice" for planning and budgeting purposes. Companies that have used this approach in the U.S. are now

CONSULTING SERVICES

considering its applicability worldwide for selected national country markets, with the emphasis on customizing segmentation, and exploring the affects of alternative economic and/or industry scenarios.

Lease residual value forecasting/lease portfolio risk analysis. Standard & Poor's Residual Risk Management Team consists of industry experts from the Global Automotive Group who have considerable experience in leasing and residual value analysis. The team regularly forecasts used vehicle prices; maintains an historical equipment-loading database; forecasts the contribution to the residual value by option; and helps financial institutions and vehicle manufacturers both evaluate and manage residual risk. The team is supported by more than 40 automotive analysts plus a staff of over 100 economists. Standard & Poor's credentials include:

- Over seven years of experience in automotive residual value forecasting and lease portfolio analysis
- Sophisticated residual value forecast, return probability, and portfolio valuation models that incorporate Standard & Poor's industry, economic, and financial projects; and experience working with proprietary client-supplied data and segmentation
- Use of highly accurate, industry-accepted vehicle price data provided by Black Book, sometimes augmented by clients' own price data, and a joint venture with Ward's Communications, the leading North American industry resource for data on factory-installed optional equipment as well as historical vehicle sales and production data
- Over 15 years of experience tracking and forecasting trends in the automotive industry, including new vehicle sales, production, product cycles, product characteristics, and other factors that influence residual values
- The most comprehensive database of economic, demographic and global automotive industry indicators that are crucial to understanding U.S. used vehicle market dynamics

Additional applications enable vehicle manufacturers to address:

- Which of their vehicle segments have held their U.S. market value best/worst in the used vehicle market and why? Used vehicle stock (supply) expectations and emerging U.S. price trends. Economic shifts and effects on segment level demand. Implications for the client's future product planning.
- Which vehicles have held their U.S. market value best/worst, and why? Emerging competitive/pricing dynamics. Product cycle effects. Optional/standard equipment changes and effect on demand and market value for the client's and competing vehicles. Implications for the client.
- Which equipment maintains the highest/lowest U.S. market value? New equipment (ventilated seats) expected used market value performance. Emerging U.S. price trends for equipment on new vehicles. Implications for the client's lease residuals.
- U.S. equipment loading trends among the client's competitors. Implications regarding which equipment the client should make standard *versus* optional and why.
- Other insights relevant to the client based on Standard & Poor's ongoing analysis of U.S. lease residual risk plus any proprietary data regarding the open or closed client lease portfolio and/or incentives that the client might provide to enrich this study. Possible additional work could include the creation of a proprietary demand elasticity-incentive usage forecast model for the client.

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Building New Markets: Global Construction Market Opportunities and Risks is a groundbreaking study by Standard & Poor's and F.W. Dodge, units of The McGraw-Hill Companies, which measures and forecasts construction spending in 58 of the world's largest construction markets. The countries covered in the study represent 97 percent of the estimated \$3.5-trillion global construction market in 1999.

Building New Markets has three primary objectives:

- **Sizing the market** for residential, nonresidential, and civil engineering construction spending in each of the 58 countries. This is achieved by incorporating national source, World Bank, and United Nations data into a globally consistent framework.
- **Forecasting market growth** from both a short-term and long-term perspective. The study achieves this objective by melding qualitative research and understanding of local markets within the framework of a large forecasting model based on Standard & Poor's and F.W. Dodge forecasts of the key drivers for each market.
- Determining the **construction-specific risk** that companies face in each of these 58 local markets. This objective is achieved by identifying specific risk factors (of concern to the construction industry and its suppliers) and then determining their relative overall impact. The result is a construction-specific risk indicator for each market.

CONTACT: Cynthia Stephens (781-860-6427)

CONSULTING SERVICES

Global Consulting Services

**Building New Markets:
Global Construction Market Opportunities and Risks**

Multi-client study

Type	Service	Document	Description	Frequency**	FEDLINK Price (US\$)
33	3441	N/A	<i>Building New Markets: Full Study*</i>	Q4, 1999	\$27,160
33	3441	N/A	<i>Building New Markets: North America</i>	Q4, 1999	\$9,700
33	3441	N/A	<i>Building New Markets: Europe</i>	Q4, 1999	\$17,460
33	3441	N/A	<i>Building New Markets: Asia</i>	Q4, 1999	\$17,460
33	3441	N/A	<i>Building New Markets: Eastern Europe</i>	Q4, 1999	\$9,700
33	3441	N/A	<i>Building New Markets: Latin America</i>	Q4, 1999	\$9,700
33	3441	N/A	<i>Building New Markets: Middle East & Africa</i>	Q4, 1999	\$9,700
33	3441	N/A	<i>Building New Markets: Country Reports (min. 4)</i>	Q4, 1999	\$2,425 (min. \$9,700)

*Includes Executive Overview and Data Diskette

Delivery options

Type	Service	Frequency	Description	BNM: Overview	BNM: North America	BNM: Europe	BNM: Asia	BNM: Eastern Europe	BNM: Latin America	BNM: Mid. East & Africa	Data Diskette	List Price
33	3441	Q4/99	Full Building New Markets Study	✓	✓	✓	✓	✓	✓	✓	✓	\$27,160
33	3441	Q4/99	BNM: North America		✓						✓	\$9,700
33	3441	Q4/99	BNM: Europe			✓					✓	\$17,460
33	3441	Q4/99	BNM: Asia				✓				✓	\$17,460
33	3441	Q4/99	BNM: Eastern Europe					✓			✓	\$9,700
33	3441	Q4/99	BNM: Latin America						✓		✓	\$9,700
33	3441	Q4/99	BNM: Middle East & Africa							✓	✓	\$9,700
33	3441	Q4/99	Single Country Reports (4 country min.)	INDIVIDUAL COUNTRY REPORTS ONLY								\$2,425

CONSULTING SERVICES

The Full Building New Markets Study**List Price \$27,160 (US)**

The complete *Building New Markets* study provides the most comprehensive global outlook on construction markets. *It includes a diskette containing all construction variables, history and forecast, for the 53 countries -- and the Balkans - -included in the study.* Recipients of the complete study will also receive the Executive Overview, which will include rankings of construction markets across the countries included in the study. This overview is only available with a subscription to the full study.

FULL BUILDING NEW MARKETS (BNM) STUDY INCLUDES*:

- Executive Overview
- Complete country analyses (covering 53 countries--and the Balkans--in six regions)
- Data diskette (with complete historical and forecast data for all 53 countries and the Balkans)

** Clients who purchase the full study receive up to 5 copies for the list price. Additional copies are available for \$1,358 each.*

THE FULL BNM STUDY COUNTRY COVERAGE

BUILDING NEW MARKETS: North America	BUILDING NEW MARKETS: Europe	BUILDING NEW MARKETS: Asia	BUILDING NEW MARKETS: Eastern Europe	BUILDING NEW MARKETS: Latin America	BUILDING NEW MARKETS: Middle East and Africa
Canada	Austria	Australia	Albania	Argentina	Algeria
Mexico	Belgium	China	Bosnia	Brazil	Egypt
United States	Denmark	Hong Kong	Bulgaria	Chile	Iran
	Finland	India	Czech Republic	Colombia	Israel
	France	Indonesia	Hungary	Ecuador	Kuwait
	Germany	Japan	Macedonia	Peru	Saudi Arabia
	Greece	Korea	Poland	Venezuela	South Africa
	Ireland	Malaysia	Russia		
	Italy	New Zealand	Ukraine		
	Netherlands	Pakistan	former Yugoslavia		
	Norway	Philippines			
	Portugal	Singapore			
	Spain	Taiwan			
	Sweden	Thailand			
	Switzerland				
	Turkey				
	United Kingdom				

CONSULTING SERVICES

Building New Markets Single Region Service**List Price: \$9,700 min.**

The Single Region Service provides a comprehensive overview of construction markets in one global region (or set of regions). Along with a report specific to the countries in the selected region, clients also receive a companion diskette. This diskette contains our complete database of the outlook for the region's countries, both history and forecast. *Clients who purchase a single region (or set of regions) do not receive a copy of the executive overview.*

Type	Service	Document	Description	Frequency	List Price (US\$)
33	3441	N/A	Building New Markets-North America	Q4, 1999	\$ 9,700
33	3441	N/A	Building New Markets-Europe	Q4, 1999	\$17,460
33	3441	N/A	Building New Markets-Asia	Q4, 1999	\$17,460
33	3441	N/A	Building New Markets-Eastern Europe	Q4, 1999	\$ 9,700
33	3441	N/A	Building New Markets-Latin America	Q4, 1999	\$ 9,700
33	3441	N/A	Building New Markets-Middle East & Africa	Q4, 1999	\$ 9,700

REGION PACKAGE INCLUDES:

- Country Articles for the countries included in the selected region (For one or more regions, **one copy only***)
- Data diskette with data for included countries (For one or more regions, **one copy only**)

*Additional copies are available for 10 percent of the region list price (e.g., \$970 for North America).

COUNTRY COVERAGE BY REGION:

BUILDING NEW MARKETS: North America	BUILDING NEW MARKETS: Europe	BUILDING NEW MARKETS: Asia	BUILDING NEW MARKETS: Eastern Europe	BUILDING NEW MARKETS: Latin America	BUILDING NEW MARKETS: Middle East and Africa
Canada	Austria	Australia	Albania	Argentina	Algeria
Mexico	Belgium	China	Bosnia	Brazil	Egypt
United States	Denmark	Hong Kong	Bulgaria	Chile	Iran
	Finland	India	Czech Republic	Colombia	Israel
	France	Indonesia	Hungary	Ecuador	Kuwait
	Germany	Japan	Macedonia	Peru	Saudi Arabia
	Greece	Korea	Poland	Venezuela	South Africa
	Ireland	Malaysia	Russia		
	Italy	New Zealand	Ukraine		
	Netherlands	Pakistan	former Yugoslavia		
	Norway	Philippines			
	Portugal	Singapore			
	Spain	Taiwan			
	Sweden	Thailand			
	Switzerland				
	Turkey				
	United Kingdom				

CONSULTING SERVICES

Building New Markets Country Package List Price: \$2,425 (*minimum, 4*)

The Country Package provides comprehensive coverage of the construction market within a single country (or a set of countries). Country Package clients receive the article for their country. *Purchasers of a single country (or set of countries) do not receive a copy of the executive overview or a diskette with historical and forecast data.*

There is a \$9,700 minimum for purchases of individual countries.

COUNTRY PACKAGE INCLUDES:

- Country Articles, for one or more countries (**One copy only***)

* Additional country articles (for the same or different countries) are available at list price, for an additional \$2,425.

CONSULTING SERVICES

Government Consulting Services**KEY CUSTOMERS**

- ◆ Federal agencies
- ◆ State and local governments and their agencies
- ◆ Trade associations and lobby groups

Standard & Poor's *DRI* develops economic forecasting models for the operational needs of government agencies and conducts market planning and policy studies for trade associations and lobbying groups. Our core competencies include:

- Economic and Demographic Forecasting
- State Revenue Forecasting
- Forecasting Industry Markets
- Policy Impact Analysis

Economic and Demographic Forecasting. Many federal government agencies have program responsibilities that are influenced by the economy and the demographic composition of the population. Standard & Poor's *DRI* provides technical support to government agencies by developing customized forecasting models that are linked to our U.S. Economic and Regional Information Services. Once a modeling system is developed, we typically provide ongoing support in maintaining and updating models and databases and providing periodic forecast updates.

Case Study:

Client Challenge: The **U.S. Postal Service** needed forecasts of the growth of mail volume regionally, by class of mail, in order to plan for the construction of new postal facilities and to assign regional budgets for medium-term revenue growth and resource use.

Our Solution: We undertook pioneering work to construct demographic and economic databases according to 3-digit Zip Code geography to provide a basis for estimating models to forecast both originating and destinating regional mail volume growth. Time series Zip Code-based demographic databases were developed containing population by age, households by age of head and income, and employment in mail-intensive industries. Econometric models were developed to forecast both demographic and industry employment variables as well as mail volume by 3-digit Zip Code.

The Result: For the past 20 years, Standard & Poor's has provided customized market planning and regional forecasting services to the U.S. Postal Service. The forecasting systems we developed and maintain are currently utilized both for short- to medium-term regional budgeting and for long-term planning.

State Revenue Forecasting. The revenues of state governments flow largely from income, sales and other taxes. State budget revenues are thus strongly tied to the growth of income and spending in the state. Standard & Poor's *DRI* develops customized models for state budget agencies to forecast revenue growth based on the state economic forecasts produced regularly by DRI's Regional Information Service.

Case Study:

Client Challenge: A bipartisan state agency that provides revenue and employment forecasts was looking for an objective, accurate source for that state's economic outlook upon which to build its own forecasting models, which in turn are used by other agencies to plan activities and budgets.

CONSULTING SERVICES

Our Solution: Standard & Poor's *DRI* provides the agency with official employment and revenue forecasts each year. Consequently, the departments of transportation and revenue have turned to us for similar assistance, using Standard & Poor's *DRI* data to prepare budgets and fiscal notes.

The result: The objectivity of Standard & Poor's *DRI* forecasts has allowed the state's agencies and legislature to put aside politics and focus on policy.

Forecasting Industry Markets. One of the functions that industry trade associations often serve for their member companies is to gather data on the size and composition of the markets they serve. Standard & Poor's *DRI* can greatly enhance this data-gathering function by developing customized models to forecast market trends for associations. These consulting engagements may call upon the experience of Standard & Poor's economists in using published government data to develop market size estimates or our expertise in developing forecasting models with survey data collected by associations.

Case Study:

Client Challenge: The **Home Improvement Research Institute** -- an association of the leading manufacturers and retailers of lumber, building products, lawn & garden equipment and other home improvement products -- wanted to provide its members with estimates and forecasts of the home improvement products industry as they defined it.

Our Solution: We developed market size estimates drawing on data from a wide variety of government data sources. We developed models to forecast sales of home improvement products by store type and merchandise line, nationally and by region, with market-size forecasts tied to macroeconomic forecasts from our U.S. Economic and Regional Information Services.

The Result: For the past ten years, we have prepared semiannual reports containing market size estimates and forecasts, national and regional, which are used in planning by HIRI member companies and provided to financial analysts.

Policy Impact Analysis. Standard & Poor's *DRI* is uniquely positioned to carry out studies of the impact of government policies and programs on the macroeconomy and on individual industries or population groups. Trade associations, lobbying groups and government agencies turn to us as a respected source of objective analysis of the potential impacts of government policies in areas such as taxation, energy, the environment and housing. We conduct comprehensive analyses of policy impacts drawing on the *DRI* Quarterly Model of the U.S. Economy and the regional and industry models maintained by other units of Standard & Poor's *DRI*. As a result, clients can present information to help inform the legislative process and can adopt strategies that will position them to succeed in the new environment.

Case Study:

Client Challenge: An international group of public and private sector clients sought to understand the global economic implications of meeting carbon emission targets of the Kyoto protocol.

Our Solution: Standard & Poor's *DRI* measured the impact that the protocol's U.S. requirement for reducing greenhouse gas emissions would have on the U.S. energy markets and the U.S. economy with breakdowns by region and state.

The Result: The study, often cited by the press, shows that energy producing and transformation industries would experience a sharp decline in domestic demand imposed by the emission targets.

<p>PRICING: May be on a fixed price basis at commercial consulting rates or at audited government rates. CONTACT: Jim Gillula (202-383-3525)</p>
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CONSULTING SERVICES

Management Consultant Consulting Services**KEY CUSTOMERS**

- ◆ Big-5 management consulting/audit firms
- ◆ Other very large management consultants
- ◆ “Tier II” consultants
- ◆ Corporations

Standard & Poor’s *DRI* provides management consultants, with customized, in-depth, global and regional industry reports. Our core competency is **Custom Industry Solutions**, which helps customers with the following needs:

- Compliance/risk alleviation (audit firms)
- Training (audit, consultants, and IT consultants)
- Analysis/consulting projects
- Pitch-book production

Case Study:

Client Challenge: A big-five accounting firm needed to provide its auditing staff with insights on its clients’ top 24 industries.

Our Solution: For each industry, we prepared an overview (industry growth forecasts, R&D, pricing, technology impacts), market analysis, information on major customers and suppliers, and market opportunities.

The result: The industry profiles are distributed worldwide via the firm’s “global knowledge center” Intranet. Access to the profiles is expected to: reduce training time for junior auditors and auditors who change practice areas, help increase client retention, and improve sales effectiveness.

CONTACTS: Jay McCormick (303-771-6510)

COST INFORMATION SERVICES

COST INFORMATION SERVICE

Products and Publications

Type	Service	Document	Description	Frequency	Annual FEDLINK Price
22	978	113	Supply Manager	Quarterly	\$8,657
22	917	56	Cost Planner	Quarterly	Service Only
22	812	353	Custom Cost (4 series)	Quarterly	\$3,298
22	811	353	Custom Cost (electronic spreadsheet)	Quarterly	\$3,298
22	810	353	Custom Cost (Additional Series)	Quarterly	\$340.00/series
22	NEED	770	Cost/Price Benchmarking Analysis	Q or M	\$9,700+
22	698	308	Health Care Cost Review*	Quarterly	\$4,074
22	697	298	Health Care Cost Review	Quarterly	\$965
22	931	115	Utility Cost & Price Review	Quarterly	\$14,502
22	457	137	Rail Cost Adjustment Factor Forecast	Quarterly	\$3,880
		545	North American Teleconference	Monthly	Service Only

*For private consulting firms including accounting firms

Services

Type	Service	Description	Frequency	Supply Manager (Short-Range)	Cost Planner (Long-Range)	Custom Cost	Health Care Cost Review	Utility Cost & Price Review	Cost Analyzer	Health Care Cost Analyzer	Access to Staff	Internet, One User	List Price
22	917	Basic Cost Information Service	Q	✓	✓		✓	✓	✓	✓	✓		\$15,486
22	979	Full Cost Information Service	Q	✓	✓		✓	✓	✓	✓	✓		\$20,273
22	697	Health Care Cost Review / no diskette	Q			✓			✓	✓			\$965
22		Health Care Cost w/diskette	Q			✓			✓	✓			\$2,037
22	698	Health Care Cost Review w/ Diskette for Consulting	Q			✓			✓	✓			\$4,074
22	931	Basic Utility Cost Information Service	Q				✓		✓	✓	✓		\$14,511
22	980	Full Utility Cost Information Service	Q				✓		✓	✓	✓		\$21,825
22	983*	Single Copy Review Sales		✓	✓		✓						\$5,375

*Service 983 may receive either Supply Manager or the Cost Planner

Cost Analyzer

Type	Service	Document	Description	Platform	FEDLINK Price
49	985	281	Stand-Alone	Dos	\$9,651
49	985	140	Stand-Alone	Windows	\$9,651
49	918	281	1 Additional User	Dos	\$1,600
49	918	140	1 Additional User	Windows	\$1,600
49	839	771	Single Firm Location (up to 10 users)	Network	\$14,550
49	840	771	Multi-Site, 2nd Location	Network	+ \$3,589
49	841	771	Multi-Site, 3rd Location	Network	+ \$2,522

COST INFORMATION SERVICES**Product Descriptions – Cost Information Services****THE COST PLANNER**

Presents forecasts for roughly 500 domestic commodity-specific price indexes and industry specific wage rates plus some 150 international price, age and cost concepts. Quarterly and annual forecast tables are presented, with a ten-year interval displayed in the annual tables. Both Trend and Cycle forecasts are displayed in the appendix tables. Textual analysis covers the outlook by nine different industrial sectors. A macroeconomic forecast summary is also included. Special studies on topical issues are presented periodically. The publication is prepared quarterly and delivered in the third month of each quarter.

THE SUPPLY MANAGER

Provides near-term forecasts (12 quarters) of prices, wages and costs in a format geared to the purchasing function. Projections for 500 domestic price, wage or cost indexes are available. Textual analysis is presented for nine industrial sectors along with summaries of the macroeconomic and inflation outlooks. The publication is formatted to assist in price determination (supplier quotation and/or margin analysis) and/or cost benchmarking. The publication is prepared quarterly and delivered in the third month of each quarter.

COST ANALYZER

Excel based software that allows clients to analyze price movement, evaluate supplier quotes, or prepare customized reports for business units or product lines. Graphing capability, composite building, and track record analysis are all features of the software. Diskettes delivered quarterly, either via mail or Internet. A DOS-based version is available for clients without Windows 95 and Excel 7.0 and higher.

CUSTOM COST REPORT

Allows the client to select any four series from the full Cost Information Service for their report. A written forecast summary of the macroeconomic environment price and wage behavior is supplied. Additional series can be purchased on a pay-as-you-go basis. Electronic delivery is also available. The Custom Cost reports are sent quarterly.

COST/PRICE BENCHMARKING ANALYSIS

A modeling capability that measures movements in prices and/or input costs affecting any organization, particularly diversified manufactures. The delivered model provides a set of escalation factors to which the company's own cost/price information can be compared. By 'benchmarking' company performance against an objective, third party source of information, the effectiveness of the company's purchasing function can be assessed.

UTILITY COST AND PRICE REVIEW

Provides forecasts for electric and gas utility construction and operation and maintenance (O&M) costs inflation. Coverage is for specific input, facilities, plants or entire systems. Construction costs forecasts are projections of the Handy-Whitman indexes. The O&M model follows the Federal Energy Regulatory Commission's Uniform System of Accounts. Reviews are delivered in the third month of each calendar quarter. The second quarter review presents a full 25-year projection for a Trend, Optim, and Pessim forecast.

HEALTH CARE COST AND PRICE REVIEW

COST INFORMATION SERVICES

Provides forecasts of input price indexes for hospitals, physician services, nursing homes, and home health agencies. Developed by the Health Care Financing Administration, the indexes are useful for internal budgeting and for [Medicare] reimbursement purposes. The review also includes projections of medical care consumer price indexes and key components of the input price indexes. Select series are also presented for nine Census regions and/or subcategories. Review is delivered in the third month of each quarter. Clients have the option of receiving a Health Care Cost Analyzer to supplement the Review.

Note: The Health Care Cost Review has two different subscription fees, one for nonprofit health care organizations and a second for consulting firms (who typically repackage our information for their clients).

HEALTH PROVIDER/FACILITY MARKET BASKET INFLATION ANALYSIS

A customized aggregate index that measures changes in input costs facing health care providers. Model provides a benchmark for evaluating the impact of inflation on a health care organization. Constructed as a composite input price or cost index designed to isolate the pure price change in a fixed set of inputs (labor, materials, energy, and services).

RAIL COST ADJUSTMENT FACTOR FORECAST (RCAF)

The RCAF Forecast is a unique Standard & Poor's *DRI* product designed to track and forecast railroad industry costs. This product is designed for the rail industry, but is useful for anyone involved in negotiating railroad transportation rates and evaluating fluctuations in future rail transportation costs. The RCAF is a price index of rail costs, whose methodology is prescribed by the Surface Transportation Board. DRI's RCAF Forecast is a quarterly report that examines rail costs in detail (including labor, fuel, materials and supplies, equipment rents, and interest expense). The forecast for rail costs is also adjusted for productivity growth – a concept particularly important due to recent rail industry consolidation. Both productivity-adjusted and unadjusted price indices are provided in the RCAF report. The RCAF includes a ten-year forecast of the Rail Cost Adjustment Factor and each of its components. The forecast includes a baseline and a high/low productivity alternative forecast to facilitate sensitivity analysis.

DATA:**THE CIS FORECAST DATA BANK (@CISSM/TRENDLONGMMYY)**

Includes the 10-year forecast of over 500 domestic prices and wages. In addition, CIS also forecasts over 100 international prices and wages. A 25-year forecast is produced in the first quarter of each year.

THE CIS HISTORICAL DATA BANK (@CISMODEL)

All of the price and wage series forecast by CIS are stored historically at a quarterly frequency in this bank.

**THE UTILITY FORECAST DATA BANK (@CISUT/UCONYYQ) AND
(@CISUT/UCONYYQOMBANK)**

Includes the ten-year forecast of all series contained in the Utility Cost and Price Review. A 25-year forecast is produced in the second quarter of each year.

COST INFORMATION SERVICES

The Supply Manager**FEDLINK Price \$8,657**

This is our newly redesigned flagship product. It provides users with a three-year cost and price outlook for major commodities. The publication has been designed specifically for the purchasing function within large corporations and is probably best suited for manufacturing firms. For an additional \$3,880, the *Cost Analyzer* may be added to a *Supply Manager* subscription. Subscribers to this service would also receive the *Purchasing Analyzer*, which is loaded with price, cost, productivity, demand and profit margin information and is an excellent complement to the publication.

The *Supply Manager* may be unbundled for clients who are only interested in one particular sector. The eight commodity chapters (Energy, Steel, Nonferrous Metals, Chemicals, Building Materials, Machinery & Equipment, Electronic Components, and Transportation section) may be sold separately for \$1,935. Given the volume of forecast wage detail, the labor section has been priced at \$3,390. Please see the last page of section for product codes.

SERVICE 978 INCLUDES:

- The Supply Manager
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBER: 113, 545

March, June, September, December

Monthly

The Cost Analyzer**FEDLINK Price \$9,652**

The *Cost Analyzer* now contains three modules - The *Cost Analyzer* (original product), the *Purchasing Analyzer*, and the *Corporate Expense Tracker*. The *Cost Analyzer* delivers ten years of history and ten years of forecasts for over 650 global commodity prices and wages. The *Purchasing Analyzer* provides extensive history and forecasts for 200 key components along with material prices, manufacturing costs, profit margins, productivity, and demand. The *Corporate Expense Tracker* is a tool containing key business cost measures and has been designed to help clients better manage their internal costs.

For an additional \$4,850, a network version of the *Cost Analyzer* can be used to provide access to as many as ten users (for companies needing more than 10 desktops, please contact Laura Hodges or John Mothersole in our Washington DC office).

This service targets diversified manufacturers with good penetration in the defense/aerospace industry. It is particularly useful for companies with a Defense Contract Audit Agency contract since DCAA uses CIS projections as a reasonableness check when reviewing DOD contracts.

NOTE: The *Cost Analyzer* is now included with both the Full Cost Information Service package and Basic Cost Information Service. Also, clients can now download their quarterly deliverable via the Client Access Area.

SERVICE INCLUDES:

- Cost Analyzer Quarterly Updates
- Telephone Access to Research Staff

**DOC NUMBER 140 (WINDOWS
VERSION); 281 (DOS VERSION)**

March, June, September, December

COST INFORMATION SERVICES

Basic Cost Information Service**FEDLINK Price \$15,486**

This is a mid-range service that is designed to provide price and cost analysis by industry and commodity. The *Cost Planner* was redesigned in the last half of 1999 and is now more of a data book containing a ten-year forecast horizon.

The service appeals most to diversified manufacturers, particularly those conducting business with the Department of Defense because of our long-term contract with the Defense Contract Audit Agency (DCAA). The DCAA uses CIS projections as a reasonableness check in its review of DOD contracts.

NOTE: The Basic Service now includes the Cost Analyzer and Internet access to the products.

SERVICE 917 INCLUDES:

- The Cost Planner
- The Cost Analyzer
- Internet Access to products
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBER: 56, 281, 545

March, June, September, December

March, June, September, December

Monthly

Full Cost Information Service**FEDLINK Price \$20,273**

The Full Cost Information Service is the top-of-the-line CIS offering and is designed to provide price and cost analysis by industry and commodity. The *Cost Analyzer* (part of the package) allows the user to build product line cost reports or develop benchmarking models.

SERVICE 979 INCLUDES:

- The Cost Planner
- The Supply Manager
- The Cost Analyzer
- Internet Access to products
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBERS: 56, 113, 281, 545

March, June, September, December

March, June, September, December

March, June, September, December

Monthly

Cost/Price Benchmarking Analysis**FEDLINK Price \$9,700+**

This service is a modeling capability that can supplement the standard Cost Information Service subscription or stand by itself as a customized deliverable. It is aimed at the purchasing function of large diversified manufacturers, but can be equally attractive to non-manufacturing firms and governmental organizations.

The delivered model provides a set of market price or cost measures that serve as "benchmarks" (the metrics) against which the company's own internal buying performance can then be compared. This comparative analysis can be extremely valuable in identifying inefficiencies in a company's purchasing organization. Benchmarking is generally part of a larger supply chain management program that encompasses logistics management, inventory control, procurement and manufacturing. Cost depends on the depth of detail required and can range up to \$38,800 for initial development. Annual model maintenance fees can range from \$6,790 to as high as \$14,550.

SERVICE 809 INCLUDES:

- Customized Report (spreadsheet or customized Analyzer)
- Telephone Access to Research Staff

Monthly or Quarterly

COST INFORMATION SERVICES

The Utility Cost and Price Review**FEDLINK Price \$14,065**

The Basic Utility Cost Information Service is a mid-range product that is designed to provide industry specific inflation escalation analysis for the electric and gas utility industries. Although mergers and acquisition activity has eroded the service's target market, it retains a core group of loyal clients.

SERVICE 931 INCLUDES:

- The Utility Cost and Price Review
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBER: 115, 545

March, June, September, December
25 year published forecast in June, with
published bandwidth projections

Monthly

Full Utility Cost Information Service**FEDLINK Price \$21,825**

The Full Utility Cost Information Service is a comprehensive product designed to provide industry specific inflation escalation analysis for the electric and gas utility industries. Although mergers and acquisition activity has eroded the service's target market, it retains a core group of loyal clients.

SERVICE 980 INCLUDES:

- The Utility Cost and Price Review
- The Cost Planner
- Internet Access to publications
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBERS: 115, 56, 545

March, June, September, December
25 year published forecast in June, with
published bandwidth projections
March, June, September, December

Monthly

Health Care Cost Review**FEDLINK Price: \$965-\$4,074***

Over the 15 years of publication, the *Health Care Cost (HCC) Review* has grown from a newsletter to a full-fledged periodical designed to provide clients with healthcare-specific wage and price information. The client base is relatively small, just over 100; however, clients tend to remain subscribers for many years.

Individual healthcare facilities can subscribe for \$965. Associations, consulting firms, and the like pay \$4,074. The \$4,200 price includes the HCC Analyzer, an Excel-based version of the Review that allows the user to build composites from individual series. Use service 698 if including the Analyzer in an agreement. For individual healthcare facilities, the Analyzer is an option that costs an additional \$970.

SERVICE 697 INCLUDES:

- The Health Care Cost Review
- Health Care Cost Analyzer (change service code to 698 if included)
- Telephone Access to Research Staff

DOC NUMBERS: 298, 308

March, June, September, December

COST INFORMATION SERVICES

Single Copy Review Sales

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Annual FEDLINK Price</u>
22	983	480	The Cost Planner: 1st Qtr. only	\$5,335
		481	The Cost Planner: 2nd Qtr. only	\$5,335
		484	The Cost Planner: 3rd Qtr. only	\$5,335
		485	The Cost Planner: 4th Qtr. only	\$5,335
		490	The Supply Manager: 1st Qtr. only	\$5,335
		491	The Supply Manager: 2nd Qtr. only	\$5,335
		492	The Supply Manager: 3rd Qtr. only	\$5,335
		493	The Supply Manager: 4th Qtr. only	\$5,335
		104	Utility Cost & Price Review: 1st Qtr. only	\$5,335
		124	Utility Cost & Price Review: 2nd Qtr. only	\$5,335
		144	Utility Cost & Price Review: 3rd Qtr. only	\$5,335
		164	Utility Cost & Price Review: 4th Qtr. only	\$5,335

Ad Hoc Data Package- Subscribers Only

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>FEDLINK Price</u>
44	520		Ad Hoc Data Packages—for subscribers of Service #917, 978,931,982,979, or 980	\$999
			Access to CISSIM and CISM0D at \$3.88 per access is available ONLY to subscribers of service #917 or 979.	
			Access to CISUT at \$3.88 per access is available ONLY to subscribers of service #931 or 980.	

22 R056

EXTRA REVIEW COPIES: Any copies beyond the entitled number as part of the subscription, should be billed at the flat rate of \$582 per copy per year. This price should only apply if extra copies are mailed to the same site as in the original contract.

CUSTOM PACKAGES

CUSTOM PACKAGES

The Utility Planner**FEDLINK Price: \$16,485**

The *Utility Planner* is a new introduction designed to provide electric and gas utility companies with a comprehensive package of products. Priced aggressively, it combines U.S. Macro, Regional, and Cost Information data and text.

THE SERVICE INCLUDES:

- The U.S. Outlook publication (Monthly)
- The U.S. Outlook data diskette – 200 high level economic variables
- The U.S. Economy – The 25 Year Focus
- The State Economic Package – 3 States, using DRI Quest
- The U.S. Regional Forecast Summary
- Utility Cost and Price Review 2nd Quarter, 4th Quarter
- Limited Cost Information Service Data Diskette
- Invitations to the North American Teleconference (Monthly)
- Telephone Access to Research Staff

CUSTOM PACKAGES

Service Descriptions**THE U.S. OUTLOOK AND DATA DISKETTE**

The U.S. Outlook presents the five-year DRI outlook for the U.S. economy in all months. The publication has been designed to take the issues and events of the day and present them in a business and economics context. Chapters include The U.S. Forecast Summary, The Global Setting, The Credit Picture, Inflation and Employment, and Risks and Pressure Points.

Next, there is a Special Study section in which DRI tackles emergent national concerns and issues of interest. In these articles, a variety of different subjects are explored, ranging from public policy issues to political events. A data diskette is provided with every issue of The U.S. Outlook. Presented in a Microsoft Excel worksheet, this diskette contains all of the major summary tables found in the review along with the 200 high-level variables that are most relevant to the utility user.

THE U.S. ECONOMY – 25 YEAR FOCUS AND DATA DISKETTE

The U.S. Economy – 25-Year Focus presents DRI's long-term outlook. The review includes a complete discussion of the baseline forecast, a discussion of two alternative forecast scenarios, and special studies on topics pertinent to the long-term outlook. The U.S. Economy – 25-Year is published twice a year in the Spring and in the Fall.

With the August 1999 release, a data diskette will be provided with every issue of The U.S. Economy – 25-Year Focus. Presented in a Microsoft Excel worksheet, this diskette will contain the same 200 base case variables found in the U.S. Outlook. In addition, it will also contain data for three alternative scenarios.

REGIONAL FORECAST SUMMARY

The Regional Forecast Summary is a 35 to 40 page summary of the nine U.S. regional economies. The Summary includes a 20-page article, which highlights the effects of important international, national, and regional economic events on the different areas of the nation. Summary tables of DRI's 25-year (second and fourth quarters) and five-year forecasts (all quarters) are presented for the U.S. and nine regions. Ranking tables summarize the relative economic performance of each region and state.

THE STATE ECONOMIC PACKAGE

The Utility version of the State Economic Package provides comprehensive coverage of all economic activity within a user's service territory, state, metro area, and county. A territory may be comprised of all or part of three states (additional states require a minor upgrade fee). The DRI Quest software delivers all historical and forecast data. Hardcopy text for the covered states and metropolitan areas are delivered quarterly and are also available electronically through DRI Quest.

DRI QUEST

DRI Quest is an electronic gateway to U.S. macroeconomic and regional information. Designed for those who don't have time to learn another complicated application, DRI Quest is a powerful, easy-to-use software solution that allows you to retrieve and analyze both data and publications. Users may access economic and demographic data for the U.S., states, metro areas, and counties, both history and forecast. DRI Quest also provides a variety of different report options, allowing you to build customized, ranking, industry, and standard queries.

CUSTOM PACKAGES**UTILITY COST AND PRICE REVIEW AND DATA DISKETTE**

Provides forecasts for electric and gas utility construction and operation and maintenance (O&M) costs inflation. Coverage is for specific input, facilities, plants or entire systems. Construction costs forecasts are projections of the Handy-Whitman indexes. The O&M model follows the Federal Energy Regulatory Commission's Uniform System of Accounts. Reviews are delivered in the June and December. The second quarter review presents a full 25-year projection for a Trend, Optim, and Pessim forecast. Each publication includes a data diskette that contains all major historical and forecast variables found in the utility cost and price review. The files are presented in an Excel Spreadsheet format.

THE NORTH AMERICAN TELECONFERENCE

Subscribers to the utility package will receive invitations to our monthly North American Teleconference. These one-hour phone sessions are a quick and easy way to find out our latest thinking on the issues that are important to you. Discover these fast-paced discussions that address questions you have raised over the course of the month. Recent topics have included the triple bubble economy, manufacturing layoffs, and efforts by OPEC countries to boost oil prices.

DOWNGRADE OPTIONS

If a client would like to drop one element of the Utility Planner, including the U.S. Outlook, the U.S. Economy – 25 year Focus, the Utility Cost and Price Review, or the 3 State Package, they may do so. The price of the service would be reduced to \$11,155 per year.

UPGRADE OPTIONS

The following items may be purchased along with the Utility Planner.

• Full U.S. Macro	\$4,850
• Full U.S. Macro With DRI Quest	\$7,275
• Full U.S. Regional	\$4,850
• Full U.S. Regional With DRI Quest	\$7,275
• Extra State	\$1,940
• Service Territory Write-up, Twice a year	\$4,850
• International Country Report	\$1,213
• Full Cost Information Service	\$4,850

SERVICE TERRITORY WRITE-UP

A semi-annual service territory write-up is one possible upgrade option. For clients requesting this service, analysts from the Regional Economics Service will produce a two-page article, including charts and tables, summarizing economic prospects for the client's service territory.

CUSTOM PACKAGES

Billing and Fulfillment**TYPE AND SERVICES**

<u>Type:</u>	<u>Description</u>	<u>Service No.</u>
22	Basic Utility Planner – No Add-ons	4900
	Basic Utility Planner – One Add-on	4901
	Basic Utility Planner – Two Add-ons	4902
	Basic Utility Planner – Three or More Add-ons	4903

DOCUMENT NUMBERS:

<u>Description</u>	<u>Document No.</u>
The U.S. Outlook publication	245
The U.S. Economy – The 25 Year Focus	10
The State Economic Package – 3 States, using DRI Quest	62,85
The U.S. Regional Forecast Summary	335
Utility Cost and Price Review – 2 nd Quarter and 4 th Quarter	124,164
North American Teleconference	545

DATA SERVICES

DATA SERVICES

Billing/Administrative

SERVICE CODES FOR DATAPORTS

We now have four new service numbers for data pricing. These numbers are used for dataport sales and replace all other service codes that existed for each individual database.

<u>Type</u>	<u>Svc</u>	<u>Description</u>
45	2150	Level A Dataport
45	2151	Level B Dataport
45	2152	Level C Dataport
45	2153	Universal Dataport (all non-royalty and non-forecast banks)

You may begin to use these service code numbers immediately. In the description on the BSF, you should include the number of databases (i.e. 3 Level A), the short generic name, the number of users, and if financial or corp/govt.

For example: 45-2150 Level A Dataport, 3 databases (CI, INDEX, FACS) for 10 users, Corporate.

ROYALTY DATABASES

All dataports that are currently under royalty arrangements are italicized on the following pages. If a sale is made to one of the following royalty databases, these services must be listed separately using their existing service numbers:

45-2149	GLOBAL EQUITIES
45-2147	DRIASIA
45-2148	CONSENT
45-2120	JAPAN
45-2043	PL
45-114	CNGAS
45-72	DBCANM
45-2335	GASDAILY/DATA
45-109	MHELEC/SPOTPRICES
45-3384	MHGAS/SPOTPRICES
45-3386	NGI/SPOTPRICES
45-3387	NWGAS

Example with Royalty database sold: Sell dataports for 4 Level B databases - FFUNDS, PL, MARKETS, and USCEN for 1 user at a financial institution.

Submit:

45-2151 3 Level B Dataports (FFUNDS, MARKETS, USCEN) for 1 user 45-2043 1 Level B Dataport PlanEcon for 1 user, Financial.

Some royalty databases are not available for sale as dataports. These royalty databases are marked with an asterisk as a service code. Please contact Duyen Phan at (202) 383-3530 when seeking approval for the sale of these databases. She will be responsible for contacting the vendor(s) to renegotiate/discuss alternatives.

DATA SERVICES

SEARCH & SELECT

LEVEL A	\$13.58
LEVEL B	\$6.79
LEVEL C	\$3.88
FORECAST	\$25.22

Search and Select accounts are type 44, svc 520.

\$2,498 is the entry-point for Search and Select accounts.

DDS DELIVERY

	<u>Type</u>	<u>Svc</u>	<u>Price</u>
DDS Setup, Installation & Annual Maintenance (1st year)	40	2206	\$9,700
DDS Annual Maintenance (2+ years)	40	2202	\$4,850
Loaders (Annual charge)	40	2203	\$4,850

APPLICATION SOFTWARE

Scorpio	1st user	\$6,790
& Compass:	2-5 users	\$2,910 (each)
	over 5 users	\$1,455 (each)

Scorpio is type 49, svc 2609. Compass is type 49, svc 3351.

For Compass module pricing , please contact Duyen Phan

DRipro: No Charge

Webstract: No Charge

Eviews: Please refer to the Eviews section of this price book.

DATA SERVICES

Database Descriptions & Policies

LEVEL A	Service code	
^ CI	2150	Commodities
DRIASIA	2147	Asian Economic
DRIINTL	2150	International Economic
DRISEC	2150	U.S. and Canadian Equities
FACS/DATA	2150	Money Markets & Fixed Income
^^^ INDEX	2150	Financial Markets Indexes
WORLD/INSIGHT	2149	Global Equities
++ MHELEC/SPOTPRICES	109	McGraw-Hill's Power Markets Week
++ MHGAS/SPOTPRICES	3384	FERC's Gas Market Report and Gaswire
++ NGI/SPOTPRICES	3386	Natural Gas Intelligence
^^ PLATTS	*	Platts Energy and Chemical Prices
LEVEL B		
ASREP/DATA	2151	As Reported Economic Indicators
AUTODB	2151	International Automotive
** CANADA/QDATA	2151	DRI Canadian Macro Forecast Service – History
CISMODEL	2151	DRI Cost Forecast Service – History
CONSENT	2148	Univ. of Michigan Consumer Sentiment
++ CNGAS/SPOTPRICES	114	Canadian Natural Gas Enerdata
◆ POCKET/EUROSTAT	2151	Eurostat's 'EC Economic Data Pocketbook'
◆ EMPLOY/EUROSTAT	2151	Eurostat's 'Employment'
◆ EUR2/EUROSTAT	2151	Eurostat's 'Eurostatistics'
◆ EUR1/EUROSTAT	2151	Eurostat's 'Eurostatus'
◆ MNY/EUROSTAT	2151	Eurostat's 'Monetary and Financial Statistics'
◆ PRICE/EUROSTAT	2151	Eurostat's 'Prices and Purchasing Power Parities'
◆ UNEMP/EUROSTAT	2151	Eurostat's 'Unemployment'
◆ TRIM/EUROSTAT	2151	Eurostat's 'Quarterly National Accounts'
◆ NASECT/EUROSTAT	2151	Eurostat's 'National Accounts by Sector'
◆ NASEC1/EUROSTAT	2151	Eurostat's 'National Accounts – Aggregates'
◆ BOP/EUROSTAT	2151	Eurostat's 'Balance of Payments'
◆ LFS/EUROSTAT	2151	Eurostat's 'Labor Force Survey'
◆ EBT/EUROSTAT	2151	Eurostat's 'European Business Trends'
FFUNDS	2151	Flow of Funds
FR	2151	France
GY	2151	Germany
IT/CONFIN	2151	Italy Economic – Confindustria
JAPAN	2120	Japan Economic – NIKKEI
MARKETS	2151	U.S. Industrial and Regional Economic
MWPRICE	*	Metals Week
++ NWGAS	3387	Natural Gas Week
PL	2143	PlanEcon
** RIS/HISTORY	2151	DRI Regional Forecast Service – History
*** SANDP	2151	Standard & Poor's Financials
SP	2151	Spain
UK	2151	United Kingdom
◆ USCEN	2151	U.S. Central
** USMODEL	2151	DRI U.S. Macroeconomic Forecast Service – History
USPRICE	2151	U.S. Prices
WARDS	*	Wards Automotive

DATA SERVICES

LEVEL C**Service Code**

BASIC	2152	Basic Economics
BASIC/D	2152	Basic Economics Daily
BASIC/FX	2152	Basic Economics Foreign Exchange
BASIC/W	2152	Basic Economics Weekly
BIS/DATA	2152	Bank for International Settlements
CMHC	*	Canadian Mortgage Housing Corporation
DBCAND	2152	Canadian Primary Source
**** DBCANM	72	Canada (CANSIM)
+ GASDAILY/DATA	40-2335	Gas Daily
IMF	2152	IMF International Financial Statistics
IMFBOP	2152	IMF Balance of Payments
IMFDOT	2152	IMF Direction of Trade
NL	2152	Netherlands
OECDMEI	2152	OECD Main Economic Indicators
OECDNIA	2152	OECD National Income Accounts
OLDUSCEN	2152	U.S. Central Data – Old
SA	2152	South Africa
SANDPOLD	2152	Standard & Poor's Financials – Old
USWB/DATA	2152	U.S. Weekly Banking
WDEBT/DATA	2152	IBRD The World Bank's Global Development Finance

FORECAST

** CANRIS	DRI Canadian Regional Forecast Service – Forecast
** CISSIM/CONTROL	DRI Cost Forecast Service – Forecast
** CNSIM/CONTROL	DRI Canadian Macro Forecast Service – Forecast
** EUMACRO/MODELBANK	DRI European Big Four Economic Forecast Service – Forecast
** EUSEC/MODELBANK	DRI European Smaller Country Economic Forecast Service - Forecast
** INTL/MODELBANK	DRI International Forecast Service – Forecast
** IOUS/FIM/SERIES	DRI Industry Forecast Service - Factor Input & Margin - Forecast
** IOUS/SERIES	DRI Industry Forecast Service – Forecast
** JP/MODELBANK	DRI Japan Economic Forecast Service – Forecast
*** RIS/CMS/regions	DRI Regional State Forecast Service - Forecast
** RIS/MSA/FORECAST	DRI Regional MSA Forecast Service - Forecast
** RIS/MSA/INDUSTRY	DRI Regional MSA Industry Forecast Service - Forecast
** RIS/MSA100/FORECAST	DRI Regional Top 100 MSA Metro Forecast Service - Forecast
** RIS/STATE/INDUSTRY	DRI Regional State Industry Forecast Service - Forecast
** USMACRO/MODCON	DRI U.S. Quarterly Macro 5-yr Forecast Service - Forecast & History
** USMACRO/MODTREND	DRI U.S. Quarterly Macro 10-yr Forecast Service - Forecast & History
** USSIM/CONTROL	DRI U.S. Macroeconomic Forecast Service - Forecast

DATA SERVICES

OTHER

OPIS	Clients need to contract directly with OPIS for data prices.	
	Set-up and maintenance (1st Year) (Type 40, Svc 2333)	\$2,522
TSE	Annual Maintenance (Type 40, Svc 2333)	\$1,261
	Advanced approval required by the source for Dataport and "Search & Select" sales.	

* Not currently allowed as dataports. Contact Duyen Phan for alternatives.

** Pricing may be discounted based on subscription products purchased.
See subscription price guide for prices.

*** The Standard & Poor's Analyst Handbook is required for usage.

****If this bank is sold as a dataport, an additional 90 Canadian cents are charged per accessed series.

+ Optional One-Time History Charge of \$2,910 in addition to dataport price.

++ Price level (A,B,C) should be used for search & select accounts. For dataport pricing guidelines, please contact Duyen Phan.

^ Includes CI/CROPS, CI/FINANCIALS, CI/FINANCIALS/EXPIRED, CI/METALS, CI/FOODS, CI/INDUSTRIALS, and CI/METALS

^^^ Includes INDEX/DATA and INDEX/DOW (Dow Jones World Stock Indexes)

^^^Includes PLATTS, PLATTS/CHEMICALS, and PLATTS/OLD. Also, a \$4,996 subscription fee to the Platt's database reduces the per series access to \$3.88. Service code #1024, type =44. Each on-line client (data package subscriber) requires a separate subscription to the Platt's database.

^^ Includes all region databases (ENC, ESC, MATL, NENG, PNW, PSC, SATL, WNC, and WSC)

◆◆Includes USCEN and USCEN/NAR

◆These databases can also be packaged together. See the Eurostat pricing page in this section.

DATA SERVICES

Financial

DATAPORTS

<u>LEVEL</u>		<u>1 User</u>	<u>Up to 10</u>	<u>Up to 25</u>	<u>Up to 50</u>	<u>Up to 100</u>	<u>Up to 300</u>	<u>Up to 1000</u>
<u>A</u>								
	1 Database	18,430	23,280	39,770	52,380	63,050	99,910	174,600
	2 Databases	32,980	41,710	71,780	93,120	111,550	178,480	300,700
	3 Databases	45,590	57,230	98,940	129,010	154,230	246,380	417,100
	4 Databases	56,260	69,840	122,220	159,080	190,120	304,580	514,100
	5 Databases	64,990	80,510	140,650	183,330	220,190	351,140	591,700
	6 Databases	73,720	92,150	159,080	207,580	249,290	398,670	669,300
<u>LEVEL B</u>								
	1 Database	7,760	9,700	17,460	22,310	26,190	42,680	77,600
	2 Databases	14,550	18,430	32,010	41,710	49,470	78,570	135,800
	3 Databases	21,340	27,160	46,560	60,140	72,750	115,430	194,000
	4 Databases	28,130	34,920	61,110	79,540	95,060	152,290	261,900
	5 Databases	34,920	43,650	75,660	98,940	118,340	189,150	320,100
	6 Databases	40,740	50,440	88,270	115,430	137,740	220,190	368,600
	7 Databases	46,560	58,200	100,880	130,950	157,140	252,200	426,800
	8 Databases	52,380	64,990	113,490	147,440	177,510	283,240	475,300
	9 Databases	58,200	72,750	126,100	163,930	196,910	314,280	523,800
	10 Databases	64,020	79,540	138,710	180,420	216,310	346,290	582,000
	11 Databases	69,840	87,300	151,320	196,910	235,710	377,330	630,500
	12 Databases	75,660	94,090	163,930	213,400	256,080	409,340	688,700
	13 Databases	81,480	100,880	176,540	229,890	275,480	440,380	737,200
	14 Databases	86,330	107,670	186,240	243,470	291,970	466,570	785,700
	15 Databases	91,180	113,490	196,910	257,050	308,460	492,760	824,500
	16 Databases	96,030	119,310	207,580	270,630	324,950	518,950	873,000
	17 Databases	100,880	125,130	218,250	284,210	340,470	545,140	911,800
	18 Databases	105,730	130,950	228,920	297,790	356,960	571,330	960,300
	19 Databases	110,580	137,740	238,620	311,370	373,450	597,520	999,100
	20 Databases	115,430	143,560	249,290	324,950	389,940	623,710	1,047,600
	21 Databases	119,310	148,410	258,020	335,620	403,520	645,050	1,076,700
	22 Databases	123,190	153,260	265,780	347,260	416,130	665,420	1,115,500
	23 Databases	127,070	158,110	274,510	357,930	429,710	686,760	1,144,600
	24 Databases	130,950	162,960	283,240	368,600	442,320	707,130	1,183,400
	25 Databases	134,830	167,810	291,000	379,270	455,900	728,470	1,222,200
<u>LEVEL C</u>								
	1 Database	3,880	4,850	8,730	11,640	13,580	21,340	38,800
	2 Databases	7,275	9,700	16,490	21,340	25,220	39,770	67,900
	3 Databases	10,670	13,580	23,280	30,070	36,860	58,200	97,000
	4 Databases	13,774	17,460	30,070	38,800	46,560	74,690	126,100
	5 Databases	16,878	21,340	36,860	47,530	57,230	91,180	155,200
	6 Databases	19,400	24,250	42,680	55,290	65,960	104,760	174,600
	7 Databases	21,922	27,160	47,530	62,080	74,690	119,310	203,700
	8 Databases	24,444	31,040	53,350	68,870	83,420	132,890	223,100
	9 Databases	26,772	33,950	58,200	75,660	91,180	145,500	242,500
	10 Databases	29,100	36,860	63,050	82,450	98,940	157,140	261,900
	11 Databases	31,040	38,800	66,930	87,300	104,760	167,810	281,300
	12 Databases	32,980	41,710	71,780	93,120	111,550	178,480	300,700
	13 Databases	34,920	43,650	75,660	98,940	118,340	189,150	320,100
	14 Databases	36,860	46,560	79,540	103,790	125,130	199,820	339,500
<u>UNIVERSAL</u>		208,599	260,542	423,696	552,512	622,740	995,220	1,673,250

DATA SERVICES

CUSTOM DDS (TYPE 40, SVC 2300)**SERIES LEVELS**

	<u>1 User</u>	<u>Up to 10</u>	<u>Up to 25</u>	<u>Up to 50</u>	<u>Up to 100</u>	<u>Up to 300</u>	<u>Up to 1000</u>
0 - 250	5,044	6,305	10,961	14,259	17,072	27,257	45,396
251 - 500	8,575	10,670	18,527	24,153	29,003	46,366	77,212
501 - 750	11,349	14,065	24,541	32,010	38,315	61,304	102,141
751 - 1000	13,114	16,296	28,324	36,957	44,329	70,907	118,049

CORPORATE & GOVERNMENT**DATAPORTS****LEVEL A**

	<u>1 User</u>	<u>Up to 10</u>	<u>Up to 25</u>	<u>Up to 50</u>	<u>Up to 100</u>	<u>Up to 300</u>	<u>Up to 1000</u>
1 Database	9,215	11,640	20,370	26,190	32,010	50,440	87,300
2 Databases	16,490	21,340	35,890	46,560	56,260	89,240	155,200
3 Databases	22,795	29,100	49,470	64,990	77,600	123,190	213,400
4 Databases	28,130	34,920	61,110	79,540	95,060	152,290	261,900
5 Databases	32,495	40,740	70,810	92,150	110,580	175,570	300,700
6 Databases	36,860	46,560	79,540	103,790	125,130	199,820	339,500

LEVEL B

1 Database	3,880	4,850	8,730	11,640	13,580	21,340	38,800
2 Databases	7,275	9,700	16,490	21,340	25,220	39,770	67,900
3 Databases	10,670	13,580	23,280	30,070	36,860	58,200	97,000
4 Databases	14,065	17,460	31,040	39,770	47,530	76,630	135,800
5 Databases	17,460	22,310	37,830	49,470	59,170	95,060	164,900
6 Databases	20,370	25,220	44,620	58,200	68,870	110,580	184,300
7 Databases	23,280	29,100	50,440	65,960	78,570	126,100	213,400
8 Databases	26,190	32,980	57,230	73,720	89,240	141,620	242,500
9 Databases	29,100	36,860	63,050	82,450	98,940	157,140	261,900
10 Databases	32,010	39,770	69,840	90,210	108,640	173,630	291,000
11 Databases	34,920	43,650	75,660	98,940	118,340	189,150	320,100
12 Databases	37,830	47,530	82,450	106,700	128,040	204,670	349,200
13 Databases	40,740	50,440	88,270	115,430	137,740	220,190	368,600
14 Databases	43,165	54,320	93,120	122,220	146,470	233,770	397,700
15 Databases	45,590	57,230	98,940	129,010	154,230	246,380	417,100
16 Databases	48,015	60,140	103,790	135,800	162,960	259,960	436,500
17 Databases	50,440	63,050	109,610	142,590	170,720	272,570	455,900
18 Databases	52,865	65,960	114,460	149,380	178,480	286,150	485,000
19 Databases	55,290	68,870	119,310	156,170	187,210	298,760	504,400
20 Databases	57,715	71,780	125,130	162,960	194,970	312,340	523,800
21 Databases	59,655	74,690	129,010	167,810	201,760	323,010	543,200
22 Databases	61,595	76,630	132,890	173,630	208,550	332,710	562,600
23 Databases	63,535	79,540	137,740	179,450	215,340	343,380	572,300
24 Databases	65,475	81,480	141,620	184,300	221,160	354,050	591,700
25 Databases	67,415	84,390	145,500	190,120	227,950	364,720	611,100

LEVEL C

1 Database	1,940	2,910	4,850	5,820	6,790	10,670	19,400
2 Databases	3,638	4,850	8,730	10,670	12,610	20,370	38,800
3 Databases	5,335	6,790	11,640	15,520	18,430	29,100	48,500
4 Databases	6,887	8,730	15,520	19,400	23,280	37,830	67,900
5 Databases	8,439	10,670	18,430	24,250	29,100	45,590	77,600
6 Databases	9,700	12,610	21,340	28,130	32,980	52,380	87,300
7 Databases	10,961	13,580	24,250	31,040	37,830	60,140	106,700
8 Databases	12,222	15,520	27,160	34,920	41,710	66,930	116,400
9 Databases	13,386	17,460	29,100	37,830	45,590	72,750	126,100
10 Databases	14,550	18,430	32,010	41,710	49,470	78,570	135,800
11 Databases	15,520	19,400	33,950	43,650	52,380	84,390	145,500
12 Databases	16,490	21,340	35,890	46,560	56,260	89,240	155,200
13 Databases	17,460	22,310	37,830	49,470	59,170	95,060	164,900
14 Databases	18,430	23,280	39,770	52,380	63,050	99,910	174,600

UNIVERSAL

	104,299	131,096	211,848	277,032	312,098	498,338	843,900
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DATA SERVICES

CUSTOM DDS (TYPE 40, SVC 2300)**SERIES LEVELS**

0 - 250	2,522	3,201	5,529	7,178	8,536	13,677	22,698
251 - 500	4,287	5,335	9,312	12,125	14,550	23,183	38,606
501 - 750	5,675	7,081	12,319	16,005	19,206	30,652	51,119
751 - 1000	6,557	6,557	8,148	14,162	18,527	22,213	35,502

Redistribution Policies

FAME, LIM, and FACSTET are the three big redistributors with whom we have agreements. Clients who choose to receive DRI data via one of these sub-distributors must enter a separate data agreement with DRI and pay a fixed fee for the data (dataport). Ad-hoc accesses are not allowed. Please contact Duyen Phan when selling any database through a third party.

A. The following banks can be sold through LIM:

CNGAS/SPOTPRICES Canadian Natural Gas Enerdata
 FACS/DATA Money Markets and Fixed Income
 "Constant Maturities" (FACS subset). Please ask Duyen Phan for pricing.
 MHGAS/SPOTPRICES FERC's Gas Market Report and Gaswire
 INDEX Financial Markets Indexes
 DRIINTL International Economic
 NGI/SPOTPRICES Natural Gas Intelligence
 NWGAS Natural Gas Week
 MHELEC/SPOTPRICES McGraw-Hill's Power Markets Week

The following are data modules that are normally sold through Compass, but they can also be sold through LIM. *These modules should all be priced at Level C, with the service code 2152.*

API Natural Gas Liquids Inventory (MARKETS and a Compass module)
 API Statistics (MARKETS and a Compass module)
 DOE Natural Gas Liquids Inventory (MARKETS & a Compass module)
 DOE Natural Gas (MARKETS & a Compass module)
 Petroleum Supply Monthly (MARKETS & a Compass module)
 Coal Prod, Elec. Power & Energy Review (MARKETS & a Compass module)
 *Edison Electric Institute (MARKETS & a Compass module)

B. The following banks can be sold through FACTSET:

DRIINTL International Economic	INDEX Financial Market Indexes
USCEN U.S. Central	CI Commodities
DRIASIA Asian Economics	INTL/MODELBANK DRI International Forecast Service
PL PlanEcon	FACS/DATA Money Markets and Fixed Income
DRIINTL/OLD (can be sold together with DRIINTL)	

C. The following banks can be sold through FAME:

INDEX Financial Market Indexes	FACS/DATA Money Markets and Fixed Income
USPRICE U.S. Prices	BASIC/DATA Basic Economics
CI Commodities	BASIC/D Basic Economics Daily
USCEN U.S. Central	BASIC/FX Basic Foreign Exchange
DRIASIA Asian Economics	BASIC/W Basic Economics Weekly
DRIINTL International Economic	USWB/DATA U.S. Weekly Banking
USCEN/NAR (Can be sold together with USCEN)	

DATA SERVICES

Eurostat Pricing Guide

Eurostat banks should be sold in the following groups. All of the banks in each group should be sold as dataports at the price of one database. *For search and select accounts, all access will be at the level B price of \$7.00.*

Here is an example of what you would put on the bsf.

45-2151 1 Level B dataport, Eurostat Group B2 for 10 users, Financial.

In this example, the client would get unlimited access to Eurostat's Unemployment, Employment, and Labour Force Survey databases for a total of \$10,000.

Level B packages*Group B1 (Main Economic Indicators and Monetary & Financial Statistics Package)*

POCKET	Eurostat's EC Economic Data Pocketbook
EUR1	Eurostat's Eurostatus
EUR2	Eurostat's Eurostatistics
MNY	Eurostat's Monetary and Financial Statistics

Group B2 (Population and Work Force Statistics)

UNEMP	Eurostat's Unemployment
EMPLOY	Eurostat's Employment
LFS	Eurostat's Labour Force Survey

Group B3 (National Accounts, Prices, and Purchasing Power Statistics)

PRICE	Eurostat's Purchasing Power Parities
NA_SECT	Eurostat's National Income Accounts by Sector
NA_SEC1	Eurostat's National Accounts - Aggregates
TRIM	Eurostat's National Income Accounts
BOP	Balance of Payments

LEVEL C PACKAGE (LEVEL B FOR SEARCH & SELECT)*Group C (Industry and Competitiveness Statistics)*

EBT	Eurostat's European Business Trends (formerly known as LINDA)
SBS	Eurostat's Structural Business Statistics (this database was unavailable as of 12/22/99)

DRIQUEST

DRIQUEST

Description

DRIQuest is your electronic gateway to U.S. macroeconomic and regional information from Standard & Poor's *DRI*. Designed for those who don't have time to learn another complicated application, DRIQuest is a powerful, easy-to-use software solution that allows you to retrieve and analyze Standard & Poor's *DRI* data and publications.

At Standard & Poor's *DRI*, we recognize that you need precise, reliable information to make far-reaching business decisions. With nearly 100 leading economists and business thinkers, Standard & Poor's *DRI* delivers the knowledge and insight you need to gain an inside track on the U.S. economy. And with DRIQuest, you'll get direct electronic access to this incisive intelligence so that you can put it to work for your business.

DRIQuest can help you navigate a sea of numbers. This Windows-based software contains all Standard & Poor's *DRI* economic, industry, and demographic information for the U.S., states, metropolitan areas, and counties so you don't waste time entering data. DRIQuest is also just the right tool for designing and generating your own custom reports that answer your business-specific questions. Or, you can save even more time using standardized reports.

Gain critical market intelligence. DRIQuest lets you stay ahead of the rest by supplying critical market intelligence. The software — combined with historical and forecast data from Standard & Poor's *DRI* — gives you the tools you need to make smart business decisions.

- Monitor financial markets with S&P 500 Index data, interest rate data, and bond yield forecasts
- Predict critical shifts in consumer demand for your products
- Determine the right time to invest, divest, expand, or retrench
- Compare the relative potential of state or local markets for sales growth, site location, and acquisitions
- Make sound real estate investment decisions and minimize lending risks by identifying fundamental shifts in local market conditions
- Increase sales by identifying the business, consumer, and financial markets that offer the greatest potential
- Allocate resources more efficiently and effectively
- Manage labor costs more effectively by gaining a clearer picture of local conditions and opportunities
- Sort and rank data to find the fastest-growing industries in a metropolitan area or the states with the greatest upward wage pressures

KEY FEATURES

Three Dimensions of Data and Forecasts, including geographic area, economic concept, and time frame

Complete U.S. Macroeconomic History and Baseline Forecasts for more than 1,200 different variables, including detailed information on production, consumption, government spending, business investment, and the trade balance

Comprehensive Historical and Forecast Regional Data for 50 states, 314 metro areas, and 3,134 counties as well as employment and output projections for 248 industry sectors

Customized Tables and Market Profiles to define state, metropolitan area, or county-level analysis

Standard Tables let you use value-added tables created by Standard & Poor's *DRI* to view our most recent forecast, assess an MSA's recent history and structure, compare population projections, or determine the demographic profile of a metropolitan area

DRIQUEST

Electronic Publication Assess with DRIQuest allows you to retrieve Adobe Acrobat-formatted articles found in The U.S Economy, The U.S. Forecast Summary, The U.S. Markets Regional Review – State Focus, and The U.S. Markets Regional Review – Metro Area Focus.

Designed for analysis of U.S. business activity:

- Easy access to Standard & Poor's *DRI* databases through high-speed communications technology
- Powerful report-writing capabilities
- Electronic Publications Retrieval
- Sort and organize data and export to Microsoft Excel

DRIQUEST

DRIquest Pricing Schedule

Type/Service/Doc	Subscription	Single Desktop	License	Bank Names
<u>Basic Regional</u>				
45 258 418	Subscriber – U.S. Markets	\$ 5,820	Single User	@RIS/=
45 259 418	Subscriber – U.S. Markets	\$11,640	Department Wide	and
45 258 418	Subscriber – Perspectives	\$7,275	Single User	@MARKETS
45 259 418	Subscriber – Perspectives	\$14,550	Department Wide	
45 268 418	Non-Subscriber	\$ 8,730	Single User	
45 269 418	Non-Subscriber	\$17,460	Department Wide	
<u>Basic Regional with IOCounty Module</u>				
45 2560 261	Subscriber	\$ 8,245	Single User	
@RIS/=				
45 2561 261	Subscriber	\$16,490	Department Wide	
	and			
45 2560 261	Subscriber -- Perspectives	\$ 9,700	Single User	@MARKETS
45 2561 261	Subscriber -- Perspectives	\$19,400	Department Wide	
45 2562 261	Non-Subscriber	\$12,610	Single User	
45 2563 261	Non-Subscriber	\$25,220	Department Wide	
<u>Macro Economic Module</u>				
45 2566 262	Non-Subscriber	\$5,820	Single User	@USMACRO
45 2567 262	Non-Subscriber	\$11,640	Department Wide	
<u>U.S. Outlook Subscribers</u>				
45 2564 262	Subscriber	\$3,880	Single User	@USMACRO
45 2565 262	Subscriber	\$7,760	Department Wide	
<u>Limited Service Subscribers</u>				
45 2564 262	Subscriber	\$2,425	Single User	@USMACRO
25 2565 262	Subscriber	\$5,820	Department Wide	
<u>Long-Range Service Subscribers</u>				
45 2564 262	Subscriber	\$2,425	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
<u>Short-Term Service Subscribers</u>				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
<u>Basic Service Subscribers</u>				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
<u>Comprehensive Service Subscribers</u>				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	

ENERGY SERVICE

ENERGY SERVICE

Energy Product List Prices

Type	Ser.	Doc.	Description	Frequency	FEDLINK Price
World Energy Service					
North America Energy					
22	780	22	North American Energy Outlook - hardcopy	Annual	\$5,820
22	5016		North American Energy Outlook - Internet delivery via SageWave (1 user)		\$7,275
22	5016		North American Energy Outlook - Internet delivery via SageWave (2-10 users)		\$7,275 + \$375/user
Latin America Energy					
22	510	43	Latin America Energy Outlook - hardcopy	Annual	\$5,400
22	5017		Latin America Energy Outlook - Internet delivery via SageWave (1 user)		\$6,790
22	5017		Latin America Energy Outlook - Internet delivery via SageWave (2 to 10 users)		\$6,790 + \$340/user
Europe Energy					
22	617	84	European Energy Outlook - hardcopy	3 times/year	\$10,670
22	546	321	European Energy Outlook - Single Copy Volume 2 Issue		\$6,014
22	547	322	European Energy Outlook - Single Copy Volume 1 or 3 Issue		\$5,044
22	5018		European Energy Outlook - Internet delivery via SageWave (1 user)		\$13,580
22	5018		European Energy Outlook - Internet delivery via SageWave (2 to 10 users)		\$13,580 + \$679/user
Asia/Pacific Energy					
22	509	42	Asia/Pacific Energy Outlook - hardcopy	Annual	\$6,305
22	5019		Asia/Pacific Energy Outlook - Internet delivery via SageWave (1 user)		\$8,245
22	5019		Asia/Pacific Energy Outlook - Internet delivery via SageWave (2 - 10 users)		\$8,245 + \$412/user
Africa/Middle East Energy					
22	522	57	Africa/Middle East Energy Outlook - hardcopy	Annual	\$4,656
22	5020		Africa/Middle East Energy Outlook - Internet delivery via SageWave (1 user)		\$5,820
22	5020		Africa/Middle East Energy Outlook - Internet delivery via SageWave (2-10 users)		\$5,820 + \$291/user
World Energy Overview					
22	555	67	World Energy Outlook - hardcopy without subfee to any regional energy outlooks	Annual	\$6,984
22	533	67	World Energy Outlook - hardcopy with subfee to any regional energy outlooks		\$3,977
22	5021		World Energy Outlook - Internet delivery without subfee to any regional energy outlook- Internet delivery via SageWave (1 user)		\$8,924
22	5021		World Energy Outlook - Internet delivery without subfee to any regional energy outlook- Internet delivery via SageWave (2-10 users)		\$8,924 + \$437/user
22	5022		World Energy Outlook - Internet delivery with subfee to any regional energy outlook- Internet delivery via SageWave (1 user)		\$5,141
22	5022		World Energy Outlook - Internet delivery with subfee to any regional energy outlook- Internet delivery via SageWave (2-10 users)		\$5,141 + \$243/user
22	R019		Extra hardcopies of North America, Latin America, Asia/Pacific, Africa/Middle East or World Energy Outlooks		\$582 per copy
World Energy Service (SageWave Based Subscription for all five regions + World)					
22	5011		Single User		\$29,100
22	5011		Each Additional User (2 To 10)		\$2,910
22	5011		Each Additional User (>10)		negotiable
22	5011		Site License		negotiable
Other Energy Publications and Services					
22	022	19	U.S. Energy Outlook	Semi- Annual	\$11,640
22	544	313	U.S. Energy Outlook - single copy May issue		\$7,760
22	544	320	U.S. Energy Outlook - single copy November issue		\$7,760
22	181	160	Canadian Energy Outlook	Semi- Annual	\$7,275
22	688	199	Short-term Oil Market Outlook	Monthly	\$7,469
22	615	292	Long-term Oil Market Outlook	Quarterly	\$3,589
22	827	68	Monthly Natural Gas Price Outlook	Monthly	\$2,425

ENERGY SERVICE

Summary of Energy Product Packages

Type	Service	Description	US Energy Outlook	Canadian Energy Outlook	North American Energy Outlook	Latin American Energy Outlook	European Energy Outlook	Asia/Pacific Energy Outlook	Africa/Middle East Energy Outlook	World Energy Outlook	Short-term Oil Market Outlook	Long-term Oil Market Outlook	Monthly Natural Gas Price Outlook	List Price
22	5022	World Energy Service - Hardcopy Option 1	✓	✓	✓	✓	✓	✓	✓	✓				\$36,860
22	5023	World Energy Service - Hardcopy Option 2			✓	✓	✓	✓	✓	✓				\$27,160
22	5011	World Energy Service - All Regions via SageWave (1 user) ***			✓	✓	✓	✓	✓	✓				\$29,100
22	5011	World Energy Service - All Regions via SageWave (2-10 users) ***			✓	✓	✓	✓	✓	✓				\$29,100 + \$2,910/ user
22	5011	World Energy Service - All Regions via SageWave (>10 users) ***			✓	✓	✓	✓	✓	✓				negotiable

Also Includes the Former Soviet Union and Eastern
 *** Europe from PlanEcon.

Contact Information

Product	Contact	Name	Telephone
World Energy Service Products	Shawn Intorcio		781-860-6608
U.S. Energy Outlook	Margaret Rhodes		781-860-6650
Canadian Energy Outlook	Margaret Rhodes		781-860-6650
Monthly Natural Gas Price Outlook	Jim Osten		781-860-6730
Oil Market Outlook	Bruce Cavella		781-860-6162
Fuel Price Service	Jim Osten		781-860-6730

ENERGY SERVICE

Product Descriptions – Energy Service**U.S. ENERGY OUTLOOK**

Provides long-term forecasts of energy consumption, production and prices by fuel for eleven regions of the U.S. Demands and prices are forecast by sector and region based upon Standard & Poor's *DRI's* macro and regional economic forecasts. The report, which is published semi-annually, discusses the assumptions underlying the forecasts, government energy policies and their influence on energy markets, forecast trends, and implications. Detailed articles analyze energy demand by sector and the fundamentals within individual fuel markets (coal, oil, natural gas, and electricity).

CANADIAN ENERGY OUTLOOK

Provides long-term forecasts of energy consumption, production and prices by fuel for six Canadian provinces and the Atlantic region. Demands and prices are forecast by sector and region based upon Standard & Poor's *DRI's* macro and regional economic forecasts. The report, which is published semi-annually, discusses the assumptions underlying the forecasts, government policies and their influence on energy markets, forecast trends, and implications. Detailed articles analyze energy demand by sector and the fundamentals within individual fuel markets (coal, oil, natural gas, and electricity).

WORLD ENERGY SERVICE - NORTH AMERICAN ENERGY OUTLOOK

Provides long-term forecasts of energy consumption, production and prices by fuel and by sector for the U.S., Canada and Mexico. Forecasts of power generation capacity are also included for each country. The report, which is published annually in January, also provides energy balances for the region.

WORLD ENERGY SERVICE - EUROPEAN ENERGY OUTLOOK

Provides long-term forecasts of energy consumption (by end-use sectors), production, and prices by fuel for seventeen European countries based upon Standard & Poor's *DRI's* macro economic forecasts. Forecasts of power generation capacity are also available for each country. The European Energy Forecast Report is published quarterly. The June and December issues contain forecasts for the seven major countries: Belgium, France, Germany, Italy, the Netherlands, Spain and the United Kingdom. The March Issue covers the Nordic countries (Denmark, Finland, Sweden and Norway). Forecasts for Austria, Greece, Ireland, Portugal, Turkey and Switzerland are presented in the September issue.

WORLD ENERGY SERVICE - ASIA/PACIFIC ENERGY OUTLOOK

Provides long-term forecasts of energy consumption and production by fuel for 12 countries in Asia/Pacific, as well as prices for all countries except China, based upon Standard & Poor's *DRI's* macro economic forecasts. Forecasts of power generation capacity are also available for each country. The report, which is published annually, also provides energy balances for the combined Asia/Pacific region. Individual countries covered are China, India, Indonesia, South Korea, Malaysia, Pakistan, Philippines, Taiwan, Thailand, Australia, New Zealand, and Japan.

WORLD ENERGY SERVICE - LATIN AMERICA ENERGY OUTLOOK

Provides long-term forecasts of energy consumption and production by fuel for eight countries in Latin America based upon Standard & Poor's *DRI's* macro economic forecasts. Forecasts of power generation capacity are also available for each country. The report, which is published annually, also provides energy balances for the combined Latin America region. Individual countries covered are Argentina, Brazil, Colombia, Chile, Ecuador, Mexico, Peru and Venezuela.

ENERGY SERVICE**WORLD ENERGY SERVICE – AFRICA & MIDDLE EAST ENERGY OUTLOOK**

Provides long-term forecasts of energy consumption and production by fuel for four countries in Africa and five countries in the Middle East/Mediterranean. The report, which is published annually, also provides energy balances for the combined Africa, Middle East/Mediterranean region. Individual countries covered are Algeria, Egypt, Nigeria, South Africa, Iran, Israel, Saudi Arabia, Turkey, and the United Arab Emirates.

WORLD ENERGY SERVICE - WORLD OUTLOOK

Provides historical world balances and long-term forecasts for each fuel (oil, natural gas, coal, electricity/power generation), as well as regional totals; it is an aggregation of the figures presented in each regional report. It also contains forecasts of world energy demand by fuel, as well as an analysis of energy intensities by region. Published annually in February.

THE WORLD ENERGY SERVICE - DELIVERED VIA INTERNET ON SAGEWAVE

This service provides internet access to Standard & Poor's *DRI's* World Energy Service reports that include: North American Energy Outlook, Latin America Energy Outlook, European Energy Outlook, Africa/Middle East Energy Outlook and Asia/Pacific Energy Outlook. It also includes coverage of the former Soviet Union and Eastern European countries provided by PlanEcon. It provides a powerful analytical tool for researching global energy trends in over 70 countries around the world. World Energy Service via SageWave enables analysts to assemble information quickly using its text and forecast databases. The text database enables full text searches of the Standard & Poor's *DRI* energy reports and the forecast database allows analysts to perform screening tests by graphing, using locally calculated fields, or exporting data to spreadsheets.

OIL MARKET OUTLOOK, SHORT-TERM FOCUS

The Short-Term Focus provides short-term forecasts and analysis of international crude and regional oil product markets in Europe and the U.S., based on fundamentals, in a report published at the beginning of each month. It contains short-term forecasts and analysis of the average OPEC spot crude price, spot prices for seventeen different crudes, product spot prices for Rotterdam barges, Mediterranean Cargoes and Northwest Europe cargoes and mainstream prices in the U.S. and the major European countries. It is published monthly and is delivered via hardcopy, email or in PDF format from our website

OIL MARKET OUTLOOK, LONG-TERM FOCUS

The long-term focus provides long-term forecasts, to the year 2020, of the average world crude oil price, spot prices for Brent and WTI, crude oil and natural gas liquids production for twenty-five regions and oil consumption for 11 regions. Published quarterly and is delivered via hardcopy, email or in PDF format from our website.

U.S. FUEL PRICE SERVICE

Provides customized petroleum, natural gas, electricity and coal transaction price forecasts to meet clients' market planning requirements. Customization includes a wide range of short- and long-term forecasts individually tailored to local market characteristics. Site-specific prices are provided with detail by source, transportation route and delivered cost. Forecasts are accompanied by analyses of supply and demand balances, industry trends including regulatory change and developments in regional infrastructure. Monthly forecasts are based upon daily data and are delivered on the first of each month. Standard & Poor's *DRI* extends the forecast horizon up to 30 years.

ENERGY SERVICE**MONTHLY NATURAL GAS PRICE OUTLOOK**

Provides short-term forecasts and analysis of natural gas prices in the U.S., with an emphasis on the spot market. It is published in the middle of each month and is delivered hardcopy or via fax or email. Includes prices for the major producing regions of the U.S. and for Alberta, Canada. The report includes analysis of the market factors underlying the prices.

ENERGY SERVICE

U.S. Energy Outlook**FEDLINK Price: \$11,640**

The U.S. Energy Outlook is a mid-range product, designed to provide clients with a semi-annual assessment of the U.S. electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The U.S. Energy Outlook publication
- The U.S. Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 19, 313 AND 320

May and November

May and November

Canadian Energy Outlook**FEDLINK Price: \$7,275**

The Canadian Energy Outlook is a mid-range product, designed to provide clients with an annual analysis of the Canadian electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The Canadian Energy Outlook publication
- Brief Update of Key Economic and Price Drivers
- Telephone Access to Research Staff

DOC NUMBERS: 160

January/February

July

European Energy Outlook**FEDLINK Price: see below**

The European Energy Outlook is a mid-range product, designed to provide clients with a detailed-country level assessment of the European electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The European Energy Outlook publication
Vol. 1 (Spring) : Denmark, Finland, Norway, and Sweden
Vol. 2 (Summer/Fall): UK, Germany, Spain, France, Italy, Netherlands and Belgium
Vol. 3 (Winter): Turkey, Switzerland, Portugal, Greece, Ireland and Austria
- The European Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 84, 321, 322

3 times a year

With each volume

FEDLINK PRICES:**Hardcopy**

All three volumes	\$10,670
Volume 1 & 3	\$5,044/volume
Volume 2	\$6,014

Internet delivery via SageWave

1 user	\$13,580
2-10 users	\$13,580 + \$679/user

ENERGY SERVICE

Asia/Pacific Energy Outlook**FEDLINK Price: see below**

The Asia/Pacific Energy Outlook is a mid-range product, designed to provide clients with an annual assessment of the Asian and Pacific electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The Asia/Pacific Energy Outlook publication
- The Asia/Pacific Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 42

December/January

With each volume

FEDLINK PRICES:

Hardcopy	\$6,305
Internet delivery via SageWave	
1 user	\$8,245
2-10 users	\$8,245 + \$412/user

Latin America Energy Outlook**FEDLINK Price: see below**

The Latin America Energy Outlook is a mid-range product, designed to provide clients with a semi-annual assessment of the Latin American electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The Latin Energy Outlook publication
- The Latin Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 43

September

September

FEDLINK PRICES:

Hardcopy	\$5,238
Internet delivery via SageWave	
1 user	\$7,275
2-10 users	\$7,275 + \$412/user

ENERGY SERVICE

Africa/Middle East Energy Outlook**FEDLINK Price: see below**

The Africa/Middle East Energy Outlook is a mid-range product, designed to provide clients with a semi-annual assessment of the Africa/Middle East electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The Africa/Middle East Energy Outlook publication
- The Africa/Middle East Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 57

March/April

March/April

FEDLINK PRICES:

Hardcopy	\$4,656
Internet delivery via SageWave	
1 user	\$5,820
2-10 users	\$5,820+ \$291/user

North American Energy Outlook**FEDLINK Price: see below**

The North America Energy Outlook is a mid-range product, designed to provide clients with an annual assessment of the U.S., Canadian and Mexican electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The N.A. Energy Outlook publication
- The N.A. Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 22

July

July

FEDLINK PRICES:

Hardcopy	\$5,820
Internet delivery via SageWave	
1 user	\$7,275
2-10 users	\$7,275 + \$315/user

ENERGY SERVICE

World Energy Outlook**FEDLINK Price: see below**

The World Energy Outlook is a mid-range product, designed to provide clients with regional analysis of global electricity, natural gas, coal and oil markets. The product is appealing to energy companies and utilities.

THE SERVICE INCLUDES:

- The World Energy Outlook publication
- The World Energy Outlook data diskette
- Telephone Access to Research Staff

DOC NUMBERS: 67

June

June

FEDLINK PRICES:

Clients NOT subscribing to at least one other regional energy outlook:

Hardcopy	\$6,984
Internet delivery via SageWave	
1 user	\$8,924
2-10 users	\$8,924+ \$437/user

Clients subscribing to at least one other regional energy outlook:

Hardcopy	\$3,977
Internet delivery via SageWave	
1 user	\$5,141
2-10 users	\$5,141+ \$243/user

Oil Market Outlook (OMO)**FEDLINK Price:****Short-Term OMO - \$6,469****Long-Term OMO - \$3,589**

The Short-Term and Long-Term Oil Market Outlooks are designed to provide clients with an ongoing independent analysis of global petroleum markets' recent developments and future trends.

The Short-Term OMO forecasts and analyzes the average world crude price, average OPEC spot crude price and key non-OPEC crudes including Brent and U.S. WTI. It also includes prices for 12 other crudes and spot prices for major products including Rotterdam barges, Mediterranean cargoes, North West cargoes, New York Harbor cargoes, Gulf Coast cargoes and refinery margins. The Short-Term OMO also discusses wholesale and retail trends in the main EU countries and the U.S., trends in oil product demand, refinery production, stocks and retail prices. We also provide alternative scenarios of supply and demand and analyze their impact on spot prices.

The Long-Term OMO provides a comprehensive analysis of oil market developments and their influence on the long-term outlook for crude oil prices, supply, demand, inventories and key business indicators with extensive quarterly and annual forecast tables.

THE SHORT-TERM OIL MARKET OUTLOOK SERVICE INCLUDES:**DOC NUMBERS: 199**

- The Short-Term Oil Market Outlook publication
- Telephone Access to Research Staff

Monthly

THE LONG-TERM OIL MARKET OUTLOOK SERVICE INCLUDES:**DOC NUMBERS: 292**

- The Long-Term Oil Market Outlook publication
- Telephone Access to Research Staff

Quarterly

ENERGY SERVICE

North American Monthly Natural Gas Price Outlook FEDLINK Price: \$2,425/year

The North American Monthly Natural Gas Price Outlook delivers in-depth monthly natural gas analysis and forecasting essential to gas purchasing managers and traders, oil and gas marketers and electricity planners and marketers. It is designed to support bid-week strategies.

THE SERVICE INCLUDES:

- The North American Monthly Natural Gas Price Outlook
- Telephone Access to Research Staff

DOC NUMBERS: 68

Monthly

Fuel Price Service**FEDLINK Price: Price Varies –
Dependent on client
requirements**

The Fuel Price Service provides customized petroleum, natural gas, electricity and coal transaction price forecasts tailored to meet the analysis requirements of the client. Site specific prices are provided with detail by source, transportation route and delivered cost. Forecasts are accompanied by analyses of supply and demand balances, industry trends including regulatory change and developments in regional infrastructure. This service is designed for clients whose data requirements are not met by our standard forecast products such as OMO or Monthly Natural Gas Price Outlook.

THE SERVICE INCLUDES:

- Fuel Price Service Analysis and report
- Telephone Access to Research Staff

DOC NUMBERS:**GAS – 053
COAL – 254
OIL - 611**

As required by the client

EVIEWES

EVIEWES

Product

Type	Service	Document	Description	Frequency	FEDLINK Price*
	49-3396		Single User (Single copy)		\$795 (up to 30% discounting discretion)
	49-3396		Site License		
			Limited: Level 1 (a)		\$1,164
			Limited: Level 2		\$2,716
			Limited: Level 3		\$3,686
			Limited: Level 4		\$5,044
			Limited: Level 5		\$7,178
			Limited: Level 6		\$8,148
			Unlimited network use		\$9,506
	49-3396		Stand Alone License Package (includes set of 2 manuals and disks)		
			Holders of LIMITED license		\$315/copy
			Holders of UNLIMITED license		\$82/copy
			Manuals		
			User's Guide		\$39 (up to 20% discounting discretion)
			Command and Programming Reference		\$39 (up to 20% discounting discretion)
			User's Guide and Command and Programming Reference		\$73 (up to 20% discounting discretion)

* This pricing is applicable only to commercial institutions. For academics/universities, please contact QMS at 949 856 3368.

PRICING FOOTNOTES:

- a. Level 1 – No network nodes or
Stand Alone discounts (*) \$1,200

Note – LIMITED site licenses require the organization to limit use of Eviews to either a maximum number of network nodes (computers) hooked up to its siteserver or a maximum number of concurrent users. For example, a Level 3 LIMITED license (10 nodes or 5 concurrent users) requires the organization to limit Eviews access to 10 pre-designated computers without concern to the number of concurrent users, or allow access on unlimited computers with no more than 5 of those computers simultaneously running the program. It is the responsibility of the organization to limit use of the program by one of these two methods.

(*)Those who subscribe to the Level 1 need to purchase the software package separately at the cost of \$315 each. For all other levels, upon purchase of a site license, organizations are supplied with a single set of master disks allowing installation on networks and on multiple computers within computer laboratories.

STAND ALONE LICENSE PACKAGES (INCLUDES SET OF 2 MANUALS AND DISKS):

In addition to allowing installation of Eviews on network and laboratory computers, site licenses allow the purchase of Stand Alone Eviews licenses at greatly reduced prices for use by employees of the organization. Each Stand Alone License Package allows Eviews to be installed on a single computer at the site and, if that computer is used by a single individual, his or her home or portable computer. The price of Stand Alone Licenses depends on the site license level, the UNLIMITED license price being less than the LIMITED license price.

EIEWS**OTHER:**

- Duplication and distribution of the software are prohibited.
- DRI reserves the right to revise the fees at its discretion each year.
- Users must subscribe to DRI data separately and must have DRIpro installed to be able to access the data from Eviews.

CONTACT:

For pricing on renewals and updates, please contact Duyen Phan at 202 383 3530 or QMS at 949 856 3368.

TECHNICAL SUPPORT FOR CLIENTS:

For single user package, unlimited technical support is provided for an unlimited of time.

For site license package, unlimited technical support is provided within a covered period.

Technical support can be reached at 949 856 3368 or via email at sales@eviews.com.

SOFTWARE UPDATES:

If QMS releases new versions of the Eviews software within one year from the beginning of the site license term, the organization shall be entitled to free updates for all network and laboratory copies of the program. The organization will be provided with new master diskettes at no additional charge. Manuals may be purchased but will not be provided as part of the free update.

Stand Alone Licenses may be updated, within the first year, at a price not to exceed \$29 per license plus shipping. For each Stand Alone License that is updated, a new set of diskettes will be provided by QMS. Manuals may be purchased separately. In order to update Stand Alone Licenses, the organization will have to provide QMS with the serial number of the program to be updated and the name of the user of the program.

INTERNATIONAL SERVICE

INTERNATIONAL SERVICE

Products and Publications

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Frequency</u>	<u>Annual FEDLINK Price</u>
World Markets Products and Reviews					
22	284	99	World Economic Outlook, Global & Regional Overview, Volume One	Quarterly	\$4,268
22	285	508	World Economic Outlook, Country Summaries, Volume Two	Quarterly	\$5,917
22	41	483	International Financial Bulletin	Monthly	\$3,832
22	166	92	International Weekly Review	Weekly	\$1,256
22	935	87	World Markets Report Western European Outlook	Quarterly	\$2,377
		727	Global Fax**		
World Markets Country Reports					
22	939	Page 82	Country Report - Quarterly Forecast	Quarterly	\$1,019
22	943	Page 82	Country Report - Semi-Annual Forecast	Semi-Annual	\$631
22	286	173	Region One: Asia & Oceania (14 Countries)	Quarterly	\$6,887
22	287	500	Region Two: Eastern Europe & Former Soviet Union (28 Countries)	Quarterly	\$6,887
22	288	9	Region Three: Latin America (8 Countries)	Quarterly	\$3,880
22	289	339	Region Four: Middle East & Africa (8 Countries)	Quarterly	\$3,880
22	290	311	Region Five: Western Europe & North America (19 Countries)	Quarterly	\$6,887
22	279	658	All 5 Regions and World Economic Outlook, Overview Book	Quarterly	\$17,497
Global Risk Service					
22	74	14	Executive Overview and all five volumes	Quarterly	Service Only
22	74	360	Executive Overview	Quarterly	Service Only
22	813	187	GRS Volume 1: Asia*	Quarterly	\$7,033
22	822	189	GRS Volume 2: Eastern Europe & Former Soviet Union*	Quarterly	\$7,033
22	828	202	GRS Volume 3: Latin America*	Quarterly	\$7,033
22	829	263	GRS Volume 4: Middle East & Africa*	Quarterly	\$7,033
22	830	312	GRS Volume 5: Western Europe & North America*	Quarterly	\$7,033
			Exec. Overview & any 2 regions	Quarterly	\$9,603
22	823	466	Add on: all text and data on CD-ROM	Quarterly	\$970
Mexico Service Products					
22	108	60	Bursametrica Weekly Financial Review	Weekly	Service Only
22	108	138	DRI's Quarterly Mexico Forecast	Quarterly	Service Only
22	108	94	Mexico Monthly FAX	Monthly	Service Only
Models and Data					
22	280	66	PC Big Four Model (France, Germany, Italy, United Kingdom)	Quarterly	\$9,603
Global Outlook Via the Web (GO WEB)					
22	36	525	Single User	Quarterly	\$12,731
22	36	525	\$15,000 International Service Subscriber, Single User	Quarterly	\$5,093
22	36	525	\$25,000 International Service Subscriber, Single User	Quarterly	\$243
22	36	525	Each Additional User (To 20)	Quarterly	\$582
22	36	525	Site License	Quarterly	\$38,121

*All Single Region Global Risk Sales include the Executive Overview (Document # 360)

INTERNATIONAL SERVICE

Services

Type	Service	Description	Global Risk, Overview & 5 Regions	Global Risk, Overview & One Region	World Economic Outlook, Vol 1	World Economic Outlook, Vol 2	Wid Mkts Country Report (75 Countries)	Bursametrica Weekly Forecast Summary	DRI's Quarterly Financial Review	Mexico Monthly Forecast	International Financial Bulletin	Global Outlook (Internet)	US Financial Notes (Weekly)	US Monthly Forecast Summary	List Price
22	946	Global Markets Outlook Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$38,087
22	941	Comprehensive World Markets Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$24,628
22	911	World Markets Executive Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$20,797
22	139	World Markets Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$16,975
22	74	Global Risk Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$14,453
22	940	Limited World Markets Executive Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$11,378
22	108	Full Mexico Service - Bursametrica & DRI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$9,700
22	299	Key Mkt Monitoring Service (Outside US Only)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$9,118
22	105	Intermediate Mexico Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$6,305
22	106	Limited Mexico Service	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$3,492

Note: All of the above services include Global Faxes, Access to Staff, 1 Internet Site License, and Invitations to International Teleconferences.

Dataport Discounts for \$14,550 Subscribers

Type	Service	Access	Banks Included	FEDLINK Price
45	262	Single-User	INTL/MODELBANK	\$1,843
45	264	Single-User	INTL/MODELBANK, DRIINTL, IMF/IFS, OECDMEI	\$6,014

Note: For multiple desktop pricing, please contact Nariman Behravesh at 781-860-6483.

Dataport – Nonsubscribers

Type	Service	Access	Banks Included	FEDLINK Price
45	262	1-10 Users	INTL/MODELBANK	\$12,416
45	262	11-20 Users	INTL/MODELBANK	\$19,885
45	262	21+ Users	INTL/MODELBANK	\$24,735

INTERNATIONAL SERVICE

World Markets Products and Services

WORLD ECONOMIC OUTLOOK, VOLUME I: GLOBAL AND REGIONAL OVERVIEW is a quarterly publication that provides excellent cross-country comparisons, a world overview article and special focus pieces on events of critical importance.

WORLD ECONOMIC OUTLOOK, VOLUME 2: COUNTRY SUMMARIES is a quarterly bound document that contains forecast summaries of 75 countries. Each country article includes a forecast review table and text that highlights important developments.

WORLD MARKETS COUNTRY FORECAST REPORT is an individual economic forecast for each of 75 countries. The text covers all major economic and political issues and how they affect the ten-year forecast. An executive summary table shows a snapshot of main economic indicators. Extensive data pages present detailed information about income, consumption, demographics, investment, prices, financial markets and external accounts. Graphs illustrate recent trends and the forecast. All countries are reported semi-annually, except G-7 countries, China and Mexico, which are reported quarterly.

WORLD MARKETS REPORT WESTERN EUROPEAN OUTLOOK is produced four times per year, accompanying the release of the Big Four forecast for France, Germany, Italy and the UK and summary forecast tables for the G-7 economies except Canada. The service complements the individual European WM Country Forecast Reports to provide an overview of the European outlook--particularly in financial markets -- and of key issues affecting the European region.

PC BIG FOUR EUROPEAN MODEL is a full-scale quarterly econometric model covering the economies of Germany, France, Italy and the United Kingdom. The model links the real and financial sectors of the four economies and also includes exogenous assumptions from experts in other parts of the world for key non-European variables. The model is the same as that used by DRI economists in forecast production and gives users the flexibility to conduct their own forecasting or simulation exercises. DRI has developed its own simulation/software package that allows experienced users to run the model interactively, while less experienced users can use a menu-driven system. The quarterly subscription package includes full documentation, technical support, and an updated baseline forecast.

GLOBAL RISK SERVICE (GRS) consists of the six-volume quarterly Country Risk Review, "Risk on Disk," free GlobalFAXes and unlimited telephone access to research staff.

DRI's unique approach to global risk provides a practical and understandable guide to doing global business that is unlike any other information service available in the market today. GRS relies upon a detailed approach to country risk analysis to identify and measure 51 major sources of emerging-market risk facing bondholders, lenders, portfolio equity investors, direct foreign investors and exporters. GRS presents all risk scores and country rankings in an electronic format that allows clients to customize the model to their own circumstances.

COUNTRY RISK REVIEW is a quarterly publication that provides detailed country, regional and global analysis covering more than 50 risk concepts for 106 countries around the world, with one- and five-year horizons. The publications include written analysis and rationale of each country's risk scores, detailed data tables presenting each country's risk profile, and regional rankings of each country's risk profile.

"**Risk on Disk**" allows clients to use the Global Risk Service data interactively, weighting, sorting and ranking risk concepts according to their own criteria. Risk on Disk contains all risk data in Excel files on 12 diskettes. For an additional fee, clients may opt to receive both Excel files plus all Word country text files on a CD-ROM.

GLOBAL OUTLOOK (INTERACTIVE CD-ROM), an electronic resource for users, both for research on risk and to customize reports and presentations. Global Outlook contains quarterly forecast summaries (from the World

INTERNATIONAL SERVICE

Economic Outlook, Vol. 2) of 75 countries and risk profiles of 106 countries (from the Global Risk Service). Uses the powerful DAR-Win software platform.

GLOBALFAXES are timely assessments and early warning reports regarding critical developments in the international marketplace faxed to clients.

GLOBAL OUTLOOK VIA THE WEB (GO WEB)

GO WEB is a lower-priced product that combines aspects of Global Risk and World Markets. Aspects from Risk are the quarterly briefing of 51 business risks for 12 different investment types for 106 countries along with written analysis for each country. Parts of World Markets include economic indicators for limited concepts for the same countries in Risk, and written analysis is provided for 75 countries. GO WEB is delivered via the Web, which requires no software download or upgrade. GO WEB provides history of Risk scores from quarter to quarter starting from the product's inception. .JPG and .PNG graphing capabilities are available. Overall search engine across all of SageWave allows the client to save queries and be notified by email of any changes to the query.

INTERNATIONAL SERVICE

Limited World Markets Executive Service**FEDLINK Price: \$11,737**

The Limited World Markets Executive Service provides timely, consistent and objective economic and political analysis and projections that help corporate decision makers to assess global market opportunities. The service offers complete forecast data (40+ key indicators) and analysis for 75 countries, and limited data (including main economic indicators such as GDP, inflation, population and exchange rates) for an additional 100 countries.

SERVICE 940 INCLUDES:

- World Economic Outlook, Volume 1 Overview
- World Economic Outlook, Volume 2 Country Reports
- Invitations to the International Teleconference
- GlobalFaxes*
- Telephone Access to Research Staff

DOC NUMBERS: 99, 508, 727

Q1, Q2, Q3, Q4

Q1, Q2, Q3, Q4

Quarterly

Global Outlook via the Web (GO WEB)**FEDLINK Price: \$12,731**

GO WEB is a lower-priced product. GO WEB provide clients with a quarterly briefing of 51 business risks for 12 different investment types and of economic indicators for limited concepts, both aspects cover 106 countries. While the client base remains fairly small, it sells to multinational retail chains, infrastructure/construction, diversified manufacturing, energy/mining and financial services.

SERVICE 36 INCLUDES:

- Web-based product based on SageWave platform **
- Global Risk country write ups
- 2-page World Market report
- Invitations to the Emerging Markets Group's Teleconference

DOC NUMBER: 525

March, June, September, December

Semi Annual*

Quarterly

*Except quarterly for G7, Mexico, Brazil

**SageWave, is GO WEB product platform, created and maintained by SageMaker, Inc.

Global Risk Service**FEDLINK Price: \$15,181**

The Global Risk Service (GRS) provides timely, consistent and objective information that encourages corporate decision makers to probe both sides of the investment equation—opportunity and risk. With risk assessments for 106 countries Standard & Poor's *DRI's* Global Risk Service delivers the comprehensive, unbiased measurement corporate decision makers need to quantify and qualify the factors driving global investment decisions. GRS has much wider appeal beyond the traditional economist audience, and its transparent, flexible format is quickly adapted to functions such as international business development, strategic planning and risk management.

SERVICE 74 INCLUDES:

- Executive Overview and 5 Regional Volumes
- Risk on Disk CD-ROM
- Invitations to the International Teleconference -
- Global Faxes*
- Telephone Access to Research Staff

DOC NUMBERS: 14, 360, 187, 189, 202, 263, 312, 360+, 466

Q1, Q2, Q3, Q4

Q1, Q2, Q3, Q4

Quarterly

INTERNATIONAL SERVICE

World Markets Executive Service**FEDLINK Price: \$21,243**

The World Markets Executive Service provides timely, consistent and objective economic and political analysis and projections that help corporate decision makers to assess global market opportunities. The service offers complete forecast data and analysis for 75 countries, and limited data for an additional 100 countries.

SERVICE 911 INCLUDES:

- World Economic Outlook, Volume 1 Global Overview
- World Economic Outlook, Volume 2 Country Reports
- World Market Country Reports for 75 countries
- Invitations to the International Teleconference
- GlobalFaxes*
- Telephone Access to Research Staff

**DOC NUMBERS: 99, 508, 173, 500,
9, 339, 311, 727**

Q1, Q2, Q3, Q4

Q1, Q2, Q3, Q4

Quarterly

Comprehensive World Markets Service**FEDLINK Price: \$25,123**

The Comprehensive World Markets Service (WMS) provides timely, consistent and objective economic and political analysis and projections that help corporate decision makers to assess global market opportunities. The service offers complete forecast data and analysis for 75 countries, and limited data for an additional 100 countries.

Service 941 Includes:

- World Economic Outlook, Volume 1
- World Economic Outlook, Volume 2
- World Markets Country Forecast Report for 75 countries
- Invitations to the International Teleconference
- GlobalFaxes*
- Telephone Access to Research Staff

**Doc Numbers: 99, 508, 173,
500, 9, 339, 311, 483, 727**

Q1, Q2, Q3, Q4

Q1, Q2, Q3, Q4

Quarterly

INTERNATIONAL SERVICE

World Markets Service**FEDLINK Price: \$17,363**

The World Markets Executive Service provides timely, consistent and objective economic and political analysis and projections that help corporate decision makers to assess global market opportunities. The service offers complete forecast data (40+ key indicators) and analysis for 75 countries, and limited data (including main economic indicators such as GDP, inflation, population and exchange rates) for an additional 100 countries. Standard & Poor's *DRP's* World Markets Service delivers the comprehensive, unbiased measurements that corporate decision-makers need to determine the factors driving market size and growth.

SERVICE 139 INCLUDES:

- World Economic Outlook, Volume 1 –
- World Market Country Reports for 75 countries
- Invitations to the International Teleconference
- GlobalFaxes*
- Telephone Access to Research Staff

**DOC NUMBERS: 99, 173, 500, 9,
339, 311, 727**

Q1, Q2, Q3, Q4

Quarterly

Global Markets Outlook Service**FEDLINK Price: \$38,703**

The Global Markets Outlook Service provides timely, consistent and objective economic and political analysis and projections that help corporate decision makers to assess global market opportunities. Moreover, this product encourages corporate decision-makers to probe both sides of the investment equation — opportunity and risk, by combining the World Market Service with our Global Risk Service. This product line offers complete forecast data (40+ key indicators) and analysis for 75 countries, and limited data (including main economic indicators such as GDP, inflation, population and exchange rates) for an additional 100 countries. Moreover, clients receive quarterly risk assessments for 106 countries. Standard & Poor's *DRP's* Global Markets Outlook Service delivers the comprehensive, unbiased measurements that corporate decision-makers need to determine the factors driving market size, growth, and risk.

SERVICE 946 INCLUDES:

- Global Outlook on CD-ROM or Internet (GoWeb)
- Global Risk Service – Executive Overview and all 5 volumes
- Comprehensive World Markets Service, including World Economic Outlook Volumes 1&2, 75 Country Forecast Reports, and International Financial Bulletin
- Invitations to the International Teleconference
- GlobalFaxes*
- Telephone Access to Research Staff

**DOC NUMBERS: 99, 508, 173, 500,
9, 339, 311, 483, 14, 360, 187, 189,
202, 263, 312, 360+, 466, 727**

INTERNATIONAL SERVICE

Ad Hoc Data Package – Subscribers Only

44	520	Ad Hoc Data Package	\$999
		Available ONLY to subscribers of the World Markets Service.	
		\$3.88/series for @INTL/Modelbank if subscriber to service #139, 911, 940, 941 or 946	

GlobalFAXes

22	641	727	<u>GlobalFAXes and unlimited telephone access to research staff:</u>	
			Subscribers over \$14,550	No Charge
			15% of subscription price for subscriber under \$14,550	\$2,183
			3 Tickets to Outlook Conferences – Subscribers over \$14,550	No Charge

World Markets Service – Single Purchase

22	643		World Markets Country Forecast Report - 1 copy only (See page 72 for document number)	\$383
22	644	483	International Financial Bulletin - 1 copy only	\$480
22	642		Any other publication 35% of its annual sub. price - 1 copy only	
			M, Q and SA denote monthly, quarterly and semi-annually, respectively	
49	2703		First Internet Login FREE--Each Additional Login	\$582
22	R009		EXTRA REVIEW COPIES: Any copies beyond the entitled number as part of the subscription, should be billed at an annual fee of 5% of the subscription price for each copy.	

INTERNATIONAL SERVICE

Country Code for World Markets Country Forecast Report

(semi-annually (SA) forecasts unless denote for quarterly (Q) forecasts)

Type Svc Doc Product DescriptionType Svc Doc Product Description

All forecasts are semiannual unless denoted as quarterly (Q).

22 286 173 Region 1:
Asia & Oceania

22 2900 176 Australia
 22 2901 177 China (Q)
 22 2902 178 Hong Kong
 22 2903 179 India
 22 2904 180 Indonesia
 22 2905 185 Japan (Q)
 22 2906 209 Korea
 22 2907 212 Malaysia
 22 2908 215 New Zealand

22 2909 368 Pakistan
 22 2910 226 Philippines
 22 2911 234 Singapore

22 2912 238 Taiwan
 22 2913 253 Thailand

22 287 500 Region 2: Eastern Europe &
Former Soviet Union
(from PlanEcon)

22 2914 501 Albania
 22 2967 591 Armenia
 22 2968 592 Azerbaijan
 22 2916 455 Belarus

22 * 527 Bosnia-Herzegovina

22 2917 502 Bulgaria
 22 2920 459 Croatia
 22 2921 432 Czech Republic
 22 2969 593 Estonia
 22 2970 594 Georgia
 22 2922 430 Hungary
 22 2923 429 Kazakhstan
 22 2971 595 Kyrgyzstan
 22 2972 596 Latvia
 22 2973 597 Lithuania
 22 * 526 Macedonia
 22 2918 460 Moldova
 22 2924 503 Poland
 22 2925 504 Romania
 22 2926 410 Russia
 22 2927 505 Slovakia
 22 2928 506 Slovenia
 22 2974 598 Tajikistan
 22 2915 453 Turkmenistan
 22 2930 416 Ukraine
 22 2919 458 Uzbekistan
 22 2931 507 Yugoslavia

22 288 9 Region 3:
South America

22 2932 11 Argentina
 22 2933 13 Brazil
 22 2934 22 Chile
 22 2935 45 Colombia
 22 2936 47 Ecuador
 22 2938 50 Peru
 22 2939 52 Venezuela

22 289 339 Region 4:
Middle East & Africa

22 2940 340 Algeria
 22 2941 341 Egypt
 22 2942 342 Iran
 22 2943 366 Israel
 22 2944 344 Kuwait
 22 2945 345 Nigeria

22 2946 346 Saudi Arabia
 22 2947 365 South Africa

22 290 311 Region 5:
Western Europe &
North America

22 2948 347 Austria
 22 2949 349 Belgium
 22 2950 406 Canada (Q)
 22 2951 350 Denmark
 22 2952 351 Finland
 22 2953 409 France (Q)
 22 2954 427 Germany (Q)
 22 2955 352 Greece
 22 2956 411 Italy
 22 2957 355 Ireland
 22 2937 49 Mexico
 22 2958 413 Netherlands
 22 2959 361 Norway
 22 2960 364 Portugal
 22 2961 415 Spain
 22 2962 372 Sweden
 22 2963 393 Switzerland
 22 2964 400 Turkey
 22 2965 426 United Kingdom (Q)
 22 2966 407 United States (Q)

*Service codes to be added when needed.

PLANECON

PLANECON

Products and Publications

<u>Type</u>	<u>Service</u>	<u>Document #</u>	<u>Description</u>	<u>Frequency</u>	<u>Annual FEDLINK Price</u>
22	84		Business & Trade Service		\$10,185
		290	PlanEcon Review & Outlook	Spring, Fall	
		59	PlanEcon Report	Bi-weekly	
		110	Conference Days (5)		
22	364		Energy Service		\$13,580
		59	PlanEcon Report	Bi-weekly	
			PlanEcon Energy Outlooks		
		58	Vol. I	Summer	
		64	Vol. II	Winter	
		123	PlanEcon Energy Simulator PlanEcon FAX Alert)	10/year	
		398	PlanEcon Energy Report	Quarterly	
		110	Conference Days (5)		
22	506		Bank Service		\$14,550
		59	PlanEcon Report	Bi-weekly	
		290	PlanEcon Review & Outlook	Spring, Fall	
		125	PlanEcon Trade & Finance Review (with Simulator)		
		110	Conference Days (5)		
22	361	125	PlanEcon Trade & Finance Review (with Simulator)		\$6,790
			Annual Report and Spreadsheet for: Bulgaria, Czech Republic, Hungary, Poland, Romania, Russia, Slovakia		
22	372	290	PlanEcon Review and Outlook	Spring, Fall	\$7,275
22	375		PlanEcon Energy Outlooks		
			Use Service #375 for both Volumes		
22	523	58	Vol. I	Summer	\$3,880
22	524	64	Vol. II	Winter	\$3,880
22	402	59	PlanEcon Report	Bi-weekly	\$1,746
22	403	398	PlanEcon Energy Report	Quarterly	\$922

PLANECON

Description of Deliverables -- PlanEcon, Inc.

PLANECON REPORT - An analysis of recent macroeconomic and trade developments for ten countries of Eastern Europe and the former Soviet Republics. Russian, Czech Republic, Hungary and Poland are covered in one report whereas Bulgaria, Croatia, Romania, Slovakia, Slovenia and Ukraine are covered in a quarterly report. Data supplements, also published quarterly, will provide clients with monthly data series for each country.

PLANECON REVIEW AND OUTLOOK, Volume I & II (Spring & Fall) - A series of comprehensive reports on present and future developments in the economies of the former Soviet republics and Eastern Europe. These reviews include analysis and forecast of the former Soviet Republics as well as Eastern Europe. Special attention is paid to each region's political and social developments. A five-year outlook is offered for each republic or country, with detailed projections of major economic indicators and a forecast risk assessment.

PLANECON TRADE AND FINANCE REVIEW - An invaluable tool for country risk analysis. It provides an annual assessment of balance of payments, debt and foreign trade situation in the emerging economies of the former Soviet republics and Eastern Europe. A medium-term forecast and forecast risk is offered for each former republic and country, with five-year projections available in both hard copy and diskette.

BALANCE OF PAYMENTS SIMULATOR - A spreadsheet model based on a set of simultaneous equations that projects foreign debt, trade and balance of payments out to five years. The user can run the model using the assumptions we provide, or program in their own, making the simulator a confidential analytic tool. (Provided with Trade & Finance Review.)

ENERGY OUTLOOKS, Volume I & II (Summer & Winter) - A semi-annual outlook on the current and future energy situation in Eastern Europe and the Former Soviet Republics. Contains forecasts to the year 2020 and special studies on topics of particular interest to clients, such as *Western Investment in the Energy Sector*. Analysis by noted experts in the energy field complement the data and simulators

PLANECON ENERGY REPORT - Quarterly analysis of former Soviet Republics and East European energy production, trade and consumption patterns.

PLANECON FAX ALERTS - The Fax Alerts provide clients with 1 to 2 page briefings on current events that have significant implications for the region's business environment (approximately 10 per year). The fax is similar to DRI's Risk Fax. The Fax Alert replaces the Energy Databank.

PLANECON DATAPORT - Key Economic and financial indicators for Russia and major East European economies, compiled by PlanEcon for use in its evaluation and analysis of this region. Monthly and quarterly frequencies, with complete revisions as soon as they are available from PlanEcon. Historical data beginning as early as 1990. Full English documentation.

STEEL SERVICE

STEEL SERVICE

Products and Publications

Type	Service	Document	Description	Frequency	Annual FEDLINK price
22	141	54	Steel Industry Review	Quarterly	Service Only
22	136	241	Steel Forecast Summary	Quarterly	\$6,984
22	629	256	Steel Industry Monitor	Monthly	\$1,552
22	505	55	Steel Spot Market Report	Quarterly	\$1,552
		545	North American Teleconference	Monthly	Service Only

Services

Type	Service	Description	Frequency	Steel Industry Review	Steel Forecast Summary	Steel Industry Monitor	Steel Spot Market Report	Access to Staff	Internet, One User	List Price (annual)
22	141	Basic Steel Service	M, Q	✓	✓	✓	✓	✓	✓	\$14,065
22	136	Steel Forecast Summary	Q		✓		✓			\$6,984
22	629	Steel Industry Monitor	M			✓		✓		\$1,552
22	505	Steel Spot Market Report	Q				✓	✓		\$1,552
22	636	Single Copy Review Sales	Q	✓						\$4,074
22	637	Single Copy Forecast Summary Sales	Q		✓					\$2,862

STEEL SERVICE**Description of Deliverables -- Steel Service****STEEL INDUSTRY REVIEW**

The quarterly publication contains short-term and ten-year analyses, forecasts and detailed tables and graphs, covering markets, products, imports, exports, prices, production, raw materials, costs, and end market activity.

STEEL FORECAST SUMMARY

The quarterly publication provides an executive overview of the Steel Industry Review, covering two years of forecast, and is mailed in advance of the Review.

STEEL INDUSTRY MONITOR

The monthly publication contains commentary, current data and trends on markets, products, imports, exports, prices, production, raw materials, costs, and end market activity.

STEEL SPOT MARKET REPORT

The quarterly publication contains forecasts of product prices (carbon hot-rolled, cold-rolled and galvanized sheet, plate, structural shapes, bars, rebar, wire rod, stainless cold-rolled sheet) with detail on service center purchases, sales, and inventories, plus economy and steel market overview.

SPECIAL PROJECT REPORTS

Provide analysis and consulting support for individual companies on all aspects of industry economics and planning.

DATA:**THE STEEL FORECAST DATA BANK (@STL/TL/MYY/DATA)**

Includes time series on steel and raw materials issued by the American Iron and Steel Institute, International Iron and Steel Institute, Department of Commerce, Bureau of Mines, Organization for European Economic Development, Statistics Canada, and others.

U.S. INDUSTRY SERVICE

Basic Steel Service**FEDLINK Price: \$14,065**

This service provides clients with a quarterly short- and long-term forecast of the U.S. steel industry's shipments, imports, exports, and production (by type of process) in tons, with detail of 40-plus steel mill product types and 20-plus steel endmarkets. The forecast also covers prices of steel mill products, and prices of various steel-making inputs, particularly scrap, iron ore, and labor. The steel publication includes a forecast outlook of the general economy, including detail of steel's major endmarkets. Clients receive a monthly pulse-of-the-market monitoring report to keep up to date between quarterly forecast reports.

SERVICE 141 INCLUDES:

- The Steel Industry Review publication
- The Steel Forecast Summary
- The Steel Industry Monitor
- The Steel Spot Market Report
- Internet Access to Publications
- Telephone Access to Research Staff
- North American Teleconference

DOC NUMBERS: 54, 241, 256, 55, 545

February, May, August, November
February, May, August, November
Monthly
February, May, August, November

Monthly

Steel Forecast Summary**FEDLINK Price: \$6,894**

This service provides clients with a quarterly short-term forecast of the U.S. steel industry's shipments, imports, exports, and production (by type of process) in tons, with detail of 40-plus steel mill product types and 20-plus steel endmarkets. The forecast also covers prices of steel mill products, and prices of various steel-making inputs, particularly scrap, iron ore, and labor. The steel publications include an outlook of the general economy, with detail of steel's major endmarkets. Clients receive a monthly pulse-of-the-market monitoring report to keep up to date between quarterly forecast reports.

SERVICE 136 INCLUDES:

- The Steel Forecast Summary
- Telephone Access to Research Staff

DOC NUMBERS: 241, 256

February, May, August, November

Steel Industry Monitor**FEDLINK Price: \$1,552**

This publication contains commentary, current data, and trends on shipments, imports, exports, and production in tonnage, with detail of steel products and markets. It includes prices, raw materials, costs, and end market activity. Both the U.S. and Canada are covered.

SERVICE 629 INCLUDES:

- The Steel Industry Monitor
- Telephone Access to Research Staff

DOC NUMBER: 256

Monthly

U.S. INDUSTRY SERVICE

Steel Spot Market Report**FEDLINK Price: \$1,552**

This report provides a quarterly focus on the two-year outlook for the prices for eight carbon and one stainless steel products. It contains forecasts of product prices (carbon hot-rolled, cold-rolled, and galvanized sheet, plate, structural shapes, bars, rebar, wire, stainless cold-rolled sheet) with detail on service center purchases, sales, and inventories, plus an economy and steel market overview.

SERVICE 505 INCLUDES:

- The Steel Market Report
- Telephone Access to Research Staff

DOC NUMBER: 55

February, May, August, November

Single Copy Sales

22	636		Steel Industry Review	\$4,074
		270	Steel Industry Review 1st Qtr. only	
		275	Steel Industry Review 2nd Qtr. only	
		276	Steel Industry Review 3rd Qtr. only	
		277	Steel Industry Review 4th Qtr. only	
22	637	241	Steel Forecast Summary - One copy <u>only</u>	\$2,862
22	640	256	Steel Industry Monitor - One copy <u>only</u>	\$437
49	2703		First Internet Login FREE--Each Additional Login	\$582

22 R002

EXTRA REVIEW COPIES: Any copies beyond the entitled number as part of the subscription, should be billed at the flat rate of \$582 per copy per year.

U.S. INDUSTRY SERVICE

U.S. INDUSTRY SERVICE

Products and Publications

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Frequency</u>	<u>Annual FEDLINK Price</u>
22	450	150	Review of U.S. Industry	Semi-annually	\$11,640
22	129	468	MarketScan II	Semi-annually	\$6,785
		545	North American Teleconference	Monthly	Service Only

Services

<u>Type</u>	<u>Service</u>	<u>Description</u>	<u>Frequency</u>	<u>U.S. Markets Focus</u>	<u>Review, Industry</u>	<u>MarketScan</u>	<u>Access to Staff</u>	<u>Internet, One User</u>	<u>List Price</u>
22	449	Full Industry Service with MarketScan	SA	✓	✓	✓	✓		\$13,580
22	450	Review of U.S. Industry	SA	✓		✓			\$11,640
22	448	Industry Planning Package (Add-on to Basic and Comprehensive U.S. Economic Service)	SA	✓		✓			\$5,432

For single copy sales of the Review, please contact Mark Ulmer at 202-383-3641.

U.S. INDUSTRY SERVICE**Product Description – U.S. Industry Service****REVIEW OF U.S. INDUSTRY**

Available in hardcopy and through DRI's website, this report is a semiannual publication covering a ten-year forecast for 250+ industries. Textual analysis is provided for ten major industry groups: Construction and Building Materials; Machinery, Equipment, and Instruments; Transportation; Metals; Wood and Related Products; Chemicals, Rubber, and Plastics; Energy; Textiles and Apparel; Farm, Food, and Tobacco; and Services. A forecast summary includes a written overview of the macroeconomic assumptions on which the forecast is based. The report also includes a variety of summary and analytical tables that display the expected year-by-year growth for output, prices indexes, employment, and productivity as well as for the underlying drivers for each broad industry sector.

MARKETSCAN

This innovative PC-based Windows product, used with Excel, enables users to print or graph forecast data by concept and industry over time periods of the user's choice. The key feature is the endmarket reporting capability. Clients use the reports as a guide in setting sales goals, targeting promising markets, and analyzing market share. With a few clicks of the mouse, the user can easily pull up a spreadsheet for a given industry in which sales to over 400 potential U.S. markets are broken out in terms of levels and shares. Export and import information is also provided.

SPECIAL PROJECTS

DRI's industry economists can be contracted for a range of projects. For example, the DRI Interindustry Model can be used to generate forecasts up to 25 years incorporating client assumptions.

DRI industry economists can also project output and sales for client-specified industries or products using detailed market information from the Input-Output accounts — which cover literally hundreds of products — combined with forecasts regularly provided by the Industry Service. The detail on more than 250 industries and 170 categories of final demand in the Industry Service enables DRI to offer clients forecast information on more than 400 potential markets.

While special projects are not included as part of the subfee, clients of the service receive discounts.

INDUSTRY PLANNING PACKAGE

This package offers the *Review of the U.S. Industry* to clients of the Comprehensive or Basic U.S. Economic Service at a substantial discount.

DATA:**THE INDUSTRY FORECAST DATA BANK (@IOUS/SERIES AND @IOUS/FIM/SERIES)**

Includes the ten-year forecast of all series contained in the *Review of the U.S. Industry* at an annual frequency.

U.S. INDUSTRY SERVICE

Full U.S. Industry Service with MarketScan**FEDLINK Price: \$13,580**

The service provides forecasts and analyses of industrial activity twice a year focusing on the long term. With MarketScan, clients can manipulate the forecast in Excel and assess the outlook for their markets. Concept coverage includes output, price indexes, exports, imports, employment, productivity and sales by market for 250+ industries. For 48 aggregate industries, forecasts of labor compensation and gross margins are also provided. Companies involved in business-to-business sales and/or that need to evaluate a number of industries and markets in a consistent framework are good prospects.

SERVICE 449 INCLUDES:

- Review of U.S. Industry
- MarketScan
- Internet access to publications
- Telephone access to research staff
- Electronic access to databanks, @IOUS/SERIES and @IOUS/FIM/SERIES
- North American Teleconference

DOC NUMBERS: 150, 468, 545

June, December

June, December

Monthly

The Review of U.S. Industry**FEDLINK Price: \$11,640**

This is the same as the Full Industry Service except that it excludes MarketScan. It also has more subscribers. The service provides forecasts and analyses of industrial activity twice a year focusing on the long term. Concept coverage includes output, price indexes, exports, imports, employment, productivity and sales by market for 250+ industries. For 48 aggregate industries, forecasts of labor compensation and gross margins are also provided.

SERVICE 450 INCLUDES:

- Review of U.S. Industry
- Telephone access to research staff
- Electronic access to databanks, @IOUS/SERIES and @IOUS/FIM/SERIES
- North American Teleconference

DOC NUMBER: 150, 545

June, December

Monthly

Industry Planning Package**FEDLINK Price: \$5,432**

This package offers the Industry Review to clients of the Comprehensive or Basic U.S. Economic Service at a substantial discount. The service provides forecasts and analyses of industrial activity twice a year focusing on the long term. Concept coverage includes output, price indexes, exports, imports, employment, productivity and sales by market for 250+ industries. For 48 aggregate industries, forecasts of labor compensation and gross margins are also provided. Substantial opportunity exists to penetrate the macro client base with this add-on. MarketScan can be offered as well; retail price \$2,425, service #129.

SERVICE 448 INCLUDES:

- Review of U.S. Industry
- Telephone access to research staff
- Electronic access to service databanks, @IOUS/SERIES and @IOUS/FIM/SERIES
- North American Teleconference

DOC NUMBER: 150, 545

June, December

Monthly

U.S. MACRO SERVICE

U.S. MACRO SERVICE

Products and Publications

Type	Service	Document	Description	Frequency	Annual FEDLINK price
22	126	8	The U.S. Economy	Monthly	\$11,115 nonservice*
22	909	10	The U.S. Economy – 25 year focus	Semi-annual	\$7,275 nonservice*
22	868	25	The U.S. Forecast Summary	Monthly	\$3,686
22	598	261	U.S. Financial Notes	Weekly	\$4,850
22	816	245	The U.S. Outlook	Monthly	\$7,275
22	540	186	Sound of the Economy	Monthly	\$378
49	973	46	KeyRates Interest Rate Forecast	Monthly	\$2,425
22	2298	80	FTI Interest Rate Forecast Diskette		\$1,455
		545	North American Teleconference	Monthly	Service Only

*Non-service subscriptions include only the publication and data diskette and may not be discounted.

Services

*Both included with Document 8

Type	Service	Description	Frequency	The U.S. Economy*	The U.S. Economy 10-Year Focus May & November*	The U.S. Economy- Long Range	The US Forecast Summary	US Financial Notes	DRQuest - Macro Module	The Quarterly Model	Sound of the Economy	Teleconferences	Access to Staff	Internet, One User	List Price
22	126	Limited US Economic Service	Q	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	\$12,804
22	910	Short-Term US Economic Service	M	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$17,169
22	909	Long-Range US Economic Service	Q		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$15,520
22	500	Basic US Economic Service	M	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$20,855
22	908	Comprehensive US Economic Service	M	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$32,204

U.S. Macro Dataports- Subscribers Only

Type	Service	Access	Banks Included	FEDLINK Price
45	270	Firmwide	@USSIM, @USMODEL, @USMACRO	\$2,037
45	369	Single User	U.S. National Dataport @USCEN, @USPRICES, @FFUNDS, @OLDUSCAN	\$12,028

The Forecast Diskette Service has been discontinued. All subscriptions to U.S. Macroeconomic publications now include a data diskette.

U.S. MACRO SERVICE

U.S. Quarterly Model Packages

Type	Service	Document	Description	Frequency	Must Subscribe to:	FEDLINK Price
22	301	324	U.S. Quarterly Model – Control Disk	Monthly	Short-Term Service	\$6,693
22	878	325	Control Alternatives Add-On	Monthly	Short-Term Service	\$1,552
22	897	333	Trendlong Add-on	Monthly	Short-Term Service	\$2,037
22	875	336	U.S. Quarterly Model – Control Disk	Quarterly	Long-Term Service	\$5,712
49	877	348	Control Alternatives Add-On	Quarterly	Long-Term Service	\$1,067
49	896	378	Trendlong Add-On	Quarterly	Long-Term Service	\$1,552
49	899	379	Trendlong Alternatives Add-On	Quarterly	Long-Term Service	\$1,552
22	323	384	Quarterly Model – Master	Monthly	Basic Service	\$9,700
22	318	371	Quarterly Model – Master	Quarterly	Basic Service	\$8,245

Quarterly Model Packages include documentation, and updates of DRI control forecasts either on a monthly or quarterly schedule

DRIQuest Macro Module

Type/Service/Doc	Subscription	Single Desktop	License	Bank Names
Macro Economic Module				
45 2566 262	Non-Subscriber	\$5,820	Single User	@USMACRO
45 2567 262	Non-Subscriber	\$11,640	Department Wide	
U.S. Outlook Subscribers				
45 2564 262	Subscriber	\$3,880	Single User	@USMACRO
45 2565 262	Subscriber	\$7,760	Department Wide	
Limited Service Subscribers				
45 2564 262	Subscriber	\$2,425	Single User	@USMACRO
25 2565 262	Subscriber	\$5,820	Department Wide	
Long-Range Service Subscribers				
45 2564 262	Subscriber	\$2,425	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
Short-Term Service Subscribers				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
Basic Service Subscribers				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	
Comprehensive Service Subscribers				
45 2564 262	Subscriber	No Charge	Single User	@USMACRO
45 2565 262	Subscriber	\$5,820	Department Wide	

U.S. MACRO SERVICE

Product Descriptions – U.S. Macroeconomics Service**THE U.S. ECONOMY**

The U.S. Economy presents the five-year DRI outlook for the U.S. economy in all months except May and November when the forecast horizon is ten years. The publication includes three major sections. The first is Issues, Events, & Public Policy. The articles found here take the events of the day and put them into a business and economics context. Chapters include The U.S. Forecast Summary, The Global Setting, The Credit Picture, Inflation and Employment, and Risks and Pressure Points.

Next, there is a Special Study section where DRI tackles emergent national concerns and issues of interest. In these articles, a variety of different subjects are explored, ranging from public policy issues to political events. The third and final section of *The U.S. Economy* follows key segments of the economy, exploring the events impacting the outlook for consumer markets, housing and construction, business investments, government, and the international economy.

A data diskette is provided with every issue of *The U.S. Economy*. Presented in a Microsoft Excel worksheet, this diskette contains all of the major summary tables and data associated with DRI's base case forecast.

THE U.S. ECONOMY – LONG RANGE FOCUS

The U.S. Economy – Long Range Focus presents DRI's long-term outlook, which extends 25 years. The review includes a complete discussion of the baseline forecast, a discussion of two alternative forecast scenarios, and special studies on topics pertinent to the long-term outlook. The U.S. Economy – Long Range Focus is published once a year in late August.

A data diskette is provided with every issue of *The U.S. Economy – Long Range Focus*. Presented in a Microsoft Excel worksheet, this diskette contains all of the base case and alternative scenario data associated with DRI's long-term forecast.

THE U.S. OUTLOOK

The U.S. Outlook is an abbreviated version of *The U.S. Economy*. It is a monthly publication and contains two major sections. The first is Issues, Events, & Public Policy. The articles found here take the events of the day and put them into a business and economics context. Chapters include The U.S. Forecast Summary, The Global Setting, The Credit Picture, Inflation and Employment, and Risks and Pressure Points.

Next, there is a Special Study section where DRI tackles emergent national concerns and issues of interest. In these articles, a variety of different subjects are explored, ranging from public policy issues to political events.

THE U.S. FORECAST SUMMARY

The U.S. Forecast Summary is an eight to twelve page summary of the U.S. economy. Speaking on a variety of business, policy, and economic issues, it has been designed to provide readers with a quick view of the economy today and tomorrow. Mailed to subscribers two days after the monthly forecast is completed, the publication provides a synopsis of all major elements affecting the outlook, a discussion of the alternative forecasts, risks to the forecast, and base-case forecast summary tables.

U.S. MACRO SERVICE

Description of Deliverables -- Macro Service

THE QUARTERLY MODEL: provides the user with the capability to solve the DRI U.S. Quarterly Model on the PC through a user-friendly forms and menus interface. The results can be graphed or printed to a table. The following definitions apply:

CONTROL: A 12- to 15-quarter forecast, generated monthly.

CONTROL ALTERNATIVES: Two alternative forecasts to the Control, generated monthly.

TREND: A 25-year quarterly forecast generated in February and August; a ten-year quarterly forecast generated in all other months.

TREND ALTERNATIVES: Three alternative forecasts to the Trend generated in February, May, August and November.

U.S. FINANCIAL NOTES - FAX (FORMERLY FINANCIAL FAX) is a weekly memo of recent economic and financial developments. This memo will be delivered via bulletin board or fax every Friday.

AD HOC DATA PACKAGE offers advisory clients an option to purchase a volume discount data package. Access is via DRIPRO includes all core databases. Available only to subscribers to the Comprehensive, Basic, Long-Term, and Short-Term Macro Service. The basic package is \$999.

HISTORICAL DATA on diskette includes a quarterly history for all data included in the U.S. Model. The diskette is sent annually after the annual NIA revision (normally August).

@USMACRO contains the complete history and forecast (both short-term and long-term) of all U.S. Economic model series at a quarterly frequency.

@USMODEL is the historical model data bank, which includes the complete history of all U.S. Economic forecast series at a quarterly frequency.

@USSIM offers on-line access to the complete set of control and alternative U.S. Economic forecasts. Many of these are not published in the reviews.

@FFFUNDS (Flow of Funds) database offers quarterly data describing the financial activities of major sectors of the U.S. economy and how they relate to each other. Transactions between business, government, households and financial institutions, and annual balance sheet data are available. Data begin in 1952 and are provided by the Federal Reserve.

@USCEN database is a substantive collection of over 23,000 economic, financial, and demographic statistics on the United States as a whole. Coverage includes data on U.S. trade, population, production, income, housing, employment and finance. U.S. Central provides history from the 1940s. Sources include the Bureau of the Census, the Bureau of Economic Analysis, the Bureau of Labor Statistics, the Federal Reserve System and private organizations.

@USPRICE Contains consumer price (CPI), producer price (PPI), and import and export price indexes compiled by the Bureau of Labor Statistics, and U.S. Department of Labor. CPIs are available by detailed expenditure category. PPIs include data by industry, commodity and stage of processing groupings. Import and export price indexes are disaggregated by Standard International Trade Classification (SITC)

U.S. MACRO SERVICE

Limited U.S. Economic Service**FEDLINK Price: \$12,804**

The Limited U.S. Economic Service is a mid-range product, designed to provide clients with a quarterly briefing of the U.S. economy. While the client base remains fairly small, it does seem to appeal to banking and financial companies.

SERVICE 126 INCLUDES:

- The U.S. Economy publication
- The U.S. Economy data diskette
- The U.S. Forecast Summary
- North American Teleconference
- Sound of the Economy
- Forecast Fax
- Telephone Access to Research Staff

DOC NUMBERS: 440, 444, 447, 450, 25, 186, 261, 545

January, April, July, October *

January, April, July, October *

Monthly

Monthly

Monthly

Monthly

** Clients may select any four deliveries of The U.S. Economy, with the exception of the Summer and Winter Long Range Focus, released in February and August.*

Long Range U.S. Economic Service**FEDLINK Price: \$12,804**

The Long-Range U.S. Economic Service is a mid-range product, designed to provide clients with a quarterly view of the long-term outlook for the U.S. economy. While the client base remains fairly small, nearly all subscribers are found in the utility or government segments.

SERVICE 909 INCLUDES:

- The U.S. Economy publication Long Range Focus
- The U.S. Economy publication 10 Year Focus
- The U.S. Economy data diskette
- The U.S. Forecast Summary
- North American Teleconference
- Sound of the Economy
- Forecast Fax
- Telephone Access to Research Staff

DOC NUMBERS: 10, 445, 451, 186, 25, 261, 545

February, August

May, November,

August, February, May, November

Monthly

Monthly

Monthly

Monthly

Short Term U.S. Economic Service**FEDLINK Price: \$17,169**

The Short Term U.S. Economic Service is one of DRI's flagship products. It is designed to provide clients with a five-year view of the U.S. economy. The product maintains a fairly large and diverse population of subscribers. The Government, Financial, Bank and Manufacturing sectors account for the most significant share of contracts.

SERVICE 910 INCLUDES:

- The U.S. Economy publication
- The U.S. Economy data diskette
- The U.S. Forecast Summary
- DRIQuest Macro Module, Single Desktop
- North American Teleconference
- Sound of the Economy
- Forecast Fax
- Telephone Access to Research Staff

DOC NUMBERS: 8, 25, 186, 261, 545

Monthly

Monthly

Monthly

Monthly

Monthly

Monthly



U.S. MACRO SERVICE

Basic U.S. Economic Service**FEDLINK Price: \$21,243**

The Basic U.S. Economic Service combines the best elements of the Short Term and Long Range Services. Among U.S. Macro Services, it has the largest, most diverse, client base.

SERVICE 500 INCLUDES:

- The U.S. Economy publication
- The U.S. Economy publication
- The U.S. Economy data diskette
- The U.S. Forecast Summary
- DRIQuest Macro Module, Single Desktop
- North American Teleconference
- Sound of the Economy
- Forecast Fax
- Telephone Access to Research Staff

DOC NUMBERS: 8, 25, 10, 186, 261, 545

Monthly
 Long Range Focus
 Monthly
 Monthly

 Monthly
 Monthly
 Monthly

Comprehensive U.S. Economic Service**FEDLINK Price \$32,883**

The Comprehensive U.S. Economic Service is the top of the line U.S. Macro product. It is the Basic U.S. Economic Service with the quarterly model and an unlimited U.S. National dataport.

SERVICE 908 INCLUDES:

- The U.S. Economy publication
- The U.S. Economy publication Long Range Focus
- The U.S. Economy data diskette
- The U.S. Forecast Summary
- DRIQuest Macro Module, Single Desktop
- U.S. Quarterly Model with Forecast Diskette
- U.S. National Dataport*
- North American Teleconference
- Sound of the Economy
- Forecast Fax
- Telephone Access to Research Staff

DOC NUMBERS: 8, 10, 25, 324, 186, 261, 545

Monthly

 Monthly
 Monthly

 Monthly

 Monthly
 Monthly
 Monthly

*(@FFUNDS, @USCEN, @USPRICE, @OLDUSC, @USWB)

The U.S. Outlook**FEDLINK Price: \$7,275**

The U.S. Outlook is a lower end product. This offering has a fairly large and diverse client base, dominated by manufacturing, government, automotive, and banking firms.

SERVICE 816 INCLUDES:

- The U.S. Outlook publication
- The U.S. Outlook data diskette
- North American Teleconference
- Telephone Access to Research Staff

DOC NUMBERS: 245, 545

Monthly
 Monthly
 Monthly

U.S. MACRO SERVICE

Ad Hoc Data Package – Subscribers Only

<u>Type</u>	<u>Svc #</u>	<u>Doc #</u>	<u>Description</u>	<u>Cost</u>
45	520		<u>Ad Hoc Data Package</u>	\$999
			Forecast pricing for Macro Subscribers (#500, #908, #909, #910) is \$3.88 per access for @USSIM and @USMACRO	
			Subscribers to the Limited Macro (#126) pay \$13.58 per access. Minimum purchase of \$3,395 (#816 & #868) will pay \$25.22 per access.	
			No discount or access to forecasts for single copy sales.	
			Non-subscribers to macro have <u>NO</u> access to macro forecasts.	

Macro Service- Single Purchase

<u>Type</u>	<u>Svc #</u>	<u>Doc #</u>	<u>Description</u>	<u>Cost</u>
22	869		<u>Review of the U.S. Economy-Short Term Focus</u>	\$3,589
		440	January Issue only	
		441	February Issue only	
		443	March Issue only	
		444	April Issue only	
		445	May Issue only - 10 year forecast	
		446	June Issue only	
		447	July Issue only	
		448	August Issue only	
		449	September Issue only	
		450	October Issue only	
		451	November Issue only - 10 year forecast	
		452	December Issue only	
22	870		<u>Review of the U.S. Economy-Long Range Focus</u>	
		248	Winter Issue only - 25 year forecast	\$4,656
		252	Summer Issue only - 25 year forecast	\$4,656
49	2703		<u>First Internet Seat Free--Each Additional Code</u>	\$582
22	R008 R010 R025		<u>EXTRA REVIEW COPIES:</u> Any copies beyond the entitled number as part of the subscription, should be billed at the flat rate of <u>\$582</u> per copy per year.	

U.S. REGIONAL SERVICE

U.S. REGIONAL SERVICE

Products and Publications

Type	Service	Document	Description	Frequency	FEDLINK Price
22	766	28	U.S. Markets Review, Overview	Quarterly	\$11,640
22	932	21	U.S. Markets Review, States and MSAs*	Quarterly	\$20,370
22	926	326	U.S. Markets Review - Northeast*	Quarterly	\$14,550
22	925	328	U.S. Markets Review - South*	Quarterly	\$14,550
22	762	327	U.S. Markets Review - Midwest*	Quarterly	\$14,550
22	924	329	U.S. Markets Review - West*	Quarterly	\$14,550
22	342	335	U.S. Regional Forecast Summary	Quarterly	\$3,104
22	3000	765/766	State View**	Semi-Annually	\$5,335
22	3000	767/768	Metro View**	Semi-Annually	\$6,305
22	765	494	Residential Mortgage Review	Quarterly	\$11,640
		545	North American Teleconference	Monthly	Service Only

Services

Type	Service	Frequency	Description	U.S. Markets Review - States	U.S. Markets Review - MSAs	U.S. Markets Review - Overview	U.S. Regional Forecast Summary	State View	Metro View	Data Select	DRI Quest	Regional Fax	Teleconference	Access to Staff	List Price
22	932	Q	Full U.S. Markets Service	✓	✓	✓			✓	✓	✓	✓	✓	✓	\$20,370
22	3000	Q	Regional Economic Perspectives			✓	✓	✓	✓						\$8,862
22	989	Q2, Q4	U.S. Markets - All State Service	✓		✓					✓	✓	✓		\$11,640
22	3001	Q2, Q4	Regional Perspectives - All State Service			✓	✓				✓	✓	✓		\$5,335
22	942	Q1, Q3	U.S. Markets - All MSA Service		✓	✓					✓	✓	✓		\$11,640
22	3002	Q1, Q3	Regional Perspectives - All MSA Service			✓		✓			✓	✓	✓		\$6,305
22	148	Q	State Economic Package*	✓	✓	✓				✓	✓	✓	✓		\$8,730

* See David Stiff, 781-860-6742 for detailed description of service

U.S. Regional Dataports

Type	Service	Document	Description	Application	Distribution	Price
45	258	418	U.S. Markets Review Subscriber	DRI Quest	Single - User	\$5,995
45	259	418	U.S. Markets Review Subscriber	DRI Quest	Site License	\$11,989
45	258	418	Regional Perspectives Subscriber	DRI Quest	Single - User	\$7,275
45	259	418	Regional Perspectives Subscriber	DRI Quest	Site License	\$14,065
45	268	418	Non Regional Subscriber	DRI Quest	Single - User	\$9,992
45	269	418	Non Regional Subscriber	DRI Quest	Site License	\$17,460
45	257	210	RIS Dataport - U.S. Markets Subscriber	DRI Pro	Single - User	\$1,940
45	257	210	RIS Dataport - Perspectives Subscriber	DRI Pro	Single - User	\$4,365
44	520		Ad Hoc Data Package	DRI Pro	Single - User	\$999

U.S. REGIONAL SERVICE

U.S. Regional Dataports

<u>Type</u>	<u>Service Document</u>	<u>Description</u>	<u>Application</u>	<u>Distribution</u>	<u>Price</u>
44	3000	<i>Data Select - \$9,652 or More Subscribers Only</i>	<i>DRI Pro</i>	<i>Single - User</i>	<i>Free</i>
44	3000	<i>Data Select - Less than \$9,652 Subscribers</i>	<i>DRIPro</i>	<i>Single - User</i>	<i>\$5,820</i>
44	3000	<i>Data Select - One Additional User</i>	<i>DRI Pro</i>	<i>1 Additional</i>	<i>\$970</i>

Data Select is only available to Regional Subscribers.

U.S. REGIONAL SERVICE**Product Descriptions – U.S. Regional Economics Service****U.S. MARKETS REVIEW – STATE FOCUS**

The U.S. Markets Review – State Focus, which is published in the second and fourth quarters, presents the 25-year DRI outlook for all 50 states and the District of Columbia. Articles include information about each state's economic structure, recent economic performance, and forecasts of important employment, income, demographic, and housing concepts. Long-range summary tables are provided for each state and all (317) metro areas. Ranking tables in the front of each State Focus book summarize the relative economic performance of each state and metro area.

U.S. MARKETS REVIEW – METRO FOCUS

The U.S. Markets Review – Metro Focus, which is published in the first and third quarters, presents the five-year DRI outlook for 114 metro areas. Articles include information about each metro area's economic structure, recent economic performance, and forecasts of important employment, income, demographic, and housing concepts. Detailed summaries of essential concepts that drive demand for commercial and multi-family residential real estate are included for each metro area. Short-range summary tables are provided for 114 metro areas. Ranking tables in the front of each Metro Focus book summarize the relative economic performance of each metro area.

U.S. MARKETS REVIEW – REGIONAL OVERVIEW

The U.S. Markets Review – Regional Overview, which is published quarterly, presents a preview of the forthcoming, detailed state and metropolitan area forecasts covered in the State and Metro Focus books. The book contains the Regional Forecast Summary, which examines the recent economic performance and DRI's outlook for nine U.S. regions. Summary tables of DRI's 25-year (second and fourth quarters) and five-year forecasts (all quarters) are presented for the U.S., nine regions, 50 states, and the District of Columbia. Ranking tables in the front of the Regional Overview book summarize the relative performance of each state.

REGIONAL ECONOMIC PERSPECTIVES - STATE VIEW

State View is a single volume publication delivered twice a year. Along with Metro View and the Regional Forecast Summary, it is a key element of the new "Regional Economic Perspectives" service. The book contains detailed written analysis of the 50 state economies and the District of Columbia. Each 1,100-word article looks in detail at an area's recent economic performance, its five-year outlook, and covers all major economic, political, and demographic issues affecting the local business environment. In addition, published tables provide users with a number key, high-level, data concepts. These include total nonfarm employment, gross state product, manufacturing employment, income, population, housing starts, and median home prices. This publication is available as a stand-alone product and will be priced at \$5,500 annually. The semi-annual deliverable will include The Regional Forecast Summary.

REGIONAL ECONOMIC PERSPECTIVES - METRO VIEW

Metro View is a single volume publication delivered twice a year. Along with State View and the Regional Forecast Summary, it is a key element of the new "Regional Economic Perspectives" service. The companion to State View contains detailed written analysis of the nation's 100 largest metropolitan area economies. Each article looks in detail at an area's recent economic performance, its five-year outlook, and covers all major economic, political, and demographic issues affecting the local business environment. In addition, published tables provide users with a number key, high-level, data concepts. These include total nonfarm employment, manufacturing employment, income, population, and housing starts. This publication is available as a stand-alone product and will be priced at \$6,500 annually. The semi-annual deliverable will include The Regional Forecast Summary.

U.S. REGIONAL SERVICE**REGIONAL MORTGAGE MARKET SERVICE REVIEW**

The Regional Mortgage Market Service Review provides mortgage market information and five-year forecasts for all 50 states and 319 metro areas in a quarterly publication. The Review includes an executive summary, articles describing the historical and forecast performance of national housing and financial markets, and the latest Regional Forecast Summary. The Review includes tables covering two broad categories of concepts. The first category includes residential real estate market variables such as new and existing home sales and new and existing home prices. The second category includes specific mortgage market activity variables, such as total mortgage originations for new home purchases, existing home purchases, and refinancing. Mortgage foreclosure and delinquencies and loan-to-value ratios are provided. Alternative forecasts for eight different interest rate scenarios are available, but contact David Stiff for more information about these.

REGIONAL FORECAST SUMMARY

The Regional Forecast Summary is a 35 to 40-page summary of the nine U.S. regional economies. The Summary includes a 20-page article, which highlights the effects of important international, national, and regional economic events on the different areas of the nation. Summary tables of DRI's 25-year (second and fourth quarters) and five-year forecasts (all quarters) are presented for the U.S. and nine regions. Ranking tables summarize the relative economic performance of each region and state.

DRIQUEST

DRIQuest is a user-friendly, Windows-based software tool for retrieving and analyzing economic and demographic data for regions, states, metro areas and counties. DRIQuest also provides access to DRI's business demographics database (detailed historical and forecast data of employment and output for 236 industries for regions, states, and metro areas). Short- and long-term forecasts are available for most concepts, long-term forecasts are available for business demographics concepts. DRIQuest provides (1) customized, (2) ranking, (3) industry, and (4) standard reports. DRIQuest has a large and diverse client base--major users include the financial, utility, government, and manufacturing sectors.

Although DRIQuest is usually sold in combination with other U.S. Regional Economics Service products, it can also be sold as a stand-alone item:

DESCRIPTION OF DATA BANKS -- REGIONAL SERVICE

@MARKETS is a historical database that contains economic, financial and demographic data on the various geographic areas of the United States. Data are available for states, census regions, and metropolitan areas - Frequency of data: Monthly, Quarterly and Annual.

@RIS/HISTORY contains economic information at regional and state levels. Data are drawn from **@USMARKETS**, and are seasonally adjusted (as appropriate) and banked at a quarterly frequency for consistency and ease of analysis. The data bank supports the model used to generate DRI's regional and state forecasts and includes information on industry employment and production, income, prices and wages, and housing

@RIS/FORECAST contains quarterly regional and state forecasts for various economic and demographic concepts. Forecasts provide detail for industry employment and production, income, prices and wages, housing, demographics, and more. The data bank will always have DRI's most recent state level forecast. The macroeconomic forecast underlying the regional simulation (i.e., CONTROL0898) can be identified by printing out the longname of the concept. The **@RIS/FORECAST** bank has history back to 1985.

@RIS/MSA/FORECAST contains all 319 MSA-level forecasts at an annual frequency. The databank will always have DRI's most recent MSA-level forecast. This bank has history back to 1975.

U.S. REGIONAL SERVICE

@RIS/MSA 100/FORECAST contains DRI's "Top - 100 Plus" MSA forecasts at a quarterly frequency. The databank will always have DRI's most recent "Top 100 - Plus" MSA forecasts. This bank contains history back to 1975.

@RIS/COUNTY/FORECAST contains employment, income, and demographic forecasts for all U.S. counties (3,110). The databank will always have DRI's most recent forecasts. The bank contains history back to 1975. The forecasts are at an annual frequency.

@RIS/COUNTY/INDUSTRY contains county employment and output forecasts for 244 industries. The databank will always have DRI's most recent forecasts. The bank contains history back to 1988. The forecasts are at an annual frequency.

@RIS/STATE/INDUSTRY contains all 50 state employment and output forecasts for 244 industries. The databank will always have DRI's most recent forecasts. The bank contains history back to 1988. The forecasts are at an annual frequency.

@RIS/MSA/INDUSTRY contains all 319 metro area employment and output forecasts for 244 industries. The databank will always have DRI's most recent forecasts. The bank contains history back to 1988. The forecasts are at an annual frequency.

U.S. REGIONAL SERVICE

The Full U.S. Markets Service**List Price \$20,370**

The Full U.S. Markets Service provides the most comprehensive view of state and metro area economies. With a large and diverse client base, this is one of our most important core product offerings. Major users include the government, financial, manufacturing, and real estate sectors. *This service now includes a CD-ROM containing all state and Top 114 metro area economic and demographic variables, history and forecast. Both annual and quarterly time series are provided.*

SERVICE 932 INCLUDES:

- U.S. Markets Review, 4 Volumes, States and Metros
- Regional Overview – Includes CD-ROM
- Regional Forecast Fax
- North American Teleconference
- Telephone Access to Research Staff
- Data Select Historical Data Package

DOC NUMBERS: 21, 28, 545

Quarterly
Quarterly
Quarterly
Monthly

Regional Economic Perspectives**List Price \$9,652**

Regional Economic Perspectives is a completely new service designed to serve users with general needs for regional economic information, it is particularly well suited for Utility, Real Estate, and Government sector clients. Unlike the Full U.S. Markets Service, Regional Perspectives does not include the U.S. Markets Regional Overview publication and companion CD-ROM. Instead, clients will receive the Regional Forecast Summary each quarter. In addition, they will receive State View during the second and fourth quarters and Metro View during the first and third quarters.

SERVICE 3000 INCLUDES:

- Regional Forecast Summary
- State View – 1 Volume, 2nd and 4th Quarters
- State View – Data Diskette
- Metro View – 1 Volume, 1st and 3rd Quarters
- Metro View – Data Diskette
- North American Teleconference
- Telephone Access to Research Staff
- Data Select Historical Data Package

DOC NUMBERS: 765, 766, 767, 768, 545, 335

Quarterly
Semi-Annual (Q2, Q4)
Semi-Annual (Q2, Q4)
Semi-Annual (Q1, Q3)
Semi-Annual (Q1, Q3)
Monthly

STATE VIEW

State View is a single volume publication delivered twice a year. Along with Metro View and the Regional Forecast Summary, it is a key element of the new “Regional Economic Perspectives” service. The book contains detailed written analysis of the 50 state economies and the District of Columbia. Each 1,100-word article looks in detail at an area’s recent economic performance, its five-year outlook, and covers all major economic, political, and demographic issues affecting the local business environment. In addition, published tables and a data diskette provide users with a number key, high-level, data concepts. These include total nonfarm employment, gross state product, manufacturing employment, income, population, housing starts, and median home prices. This publication is available as a stand-alone product and will be priced at \$5,335 annually. The semi-annual deliverable will include The Regional Forecast Summary.

METRO VIEW

Metro View is a single volume publication delivered twice a year. Along with State View and the Regional Forecast Summary, it is a key element of the new “Regional Economic Perspectives” service. The companion to State View

U.S. REGIONAL SERVICE

contains detailed written analysis of the nation's 100 largest metropolitan area economies. Each article looks in detail at an area's recent economic performance, its five-year outlook, and covers all major economic, political, and demographic issues affecting the local business environment. In addition, published tables and a data diskette provide users with a number key, high-level, data concepts. These include total nonfarm employment, manufacturing employment, income, population, and housing starts. This publication is available as a stand-alone product and will be priced at \$6,500 annually. The semi-annual deliverable will include The Regional Forecast Summary.

The All State Services**List Price \$5,335-\$11,640**

There are two All State Services offered by the Regional Economics Group. Both provide a comprehensive overview of state economies. The U.S. Markets State Service is comprised of five volumes delivered twice a year (2nd and 4th quarters). In addition, clients receive a CD-ROM containing our complete database of state and MSA information, both history and forecast.

The Regional Economic Perspectives All State Service is also delivered twice a year, but does not include the CD-ROM. The single volume publication, State View, provides the same text found in the U.S. Markets publication along with tables displaying the near-term outlook for a number of high-level economic variables. Clients subscribing to this service also receive the U.S. Regional Forecast Summary.

FULL U.S. MARKETS - ALL STATE SERVICE**\$11,640 ANNUALLY*****SERVICE 989 INCLUDES:**

- U.S. Markets Regional Review, 4 Volumes, States
- Regional Overview
- North American Teleconference
- Telephone Access to Research Staff
- Data Select Historical Data Package

DOC NUMBERS: 316, 319, 545

Semi-Annual (Q2, Q4)

Semi-Annual (Q2, Q4)

Monthly

**DRI Quest upgrade is priced at \$5,820 annually.*

**REGIONAL ECONOMIC PERSPECTIVES –
ALL STATE SERVICE****\$5,335 ANNUALLY******SERVICE 3001 INCLUDES:**

- The U.S. Regional Forecast Summary
- State View, 1 Volume
- State View Data Diskette
- North American Teleconference
- Telephone Access to Research Staff

DOC NUMBERS: 335, 765, 766, 545

Semi-Annual (Q2, Q4)

Semi-Annual (Q2, Q4)

Semi-Annual (Q2, Q4)

Monthly

***DRI Quest upgrade is priced at \$7,275 annually. Data Select upgrade is priced at \$5,820 annually.*

The Metro Area Services**List Price \$6,305-\$11,640**

The two Metro Area Services provide a comprehensive look at the nation's 100 largest metropolitan area economies. The U.S. Markets Metro Area Service is comprised of five volumes delivered twice a year (1st and 3rd quarters). In addition, clients receive a CD-ROM containing our complete database of state and MSA information, both history and forecast. Information on the CD-ROM is formatted in Microsoft Excel worksheets.

U.S. REGIONAL SERVICE

The Regional Economic Perspectives All Metro Area Service is also delivered twice a year, but does not include the CD-ROM. The single volume publication, Metro View, provides the same text found in the U.S. Markets publication along with tables displaying the near-term outlook for a number of high-level economic variables. Clients subscribing to this service also receive the U.S. Regional Forecast Summary.

FULL U.S. MARKETS – ALL METRO SERVICE**\$11,640 ANNUALLY*****SERVICE 942 INCLUDES:**

- U.S. Markets Regional Review, 4 Volumes, Metro Areas
- Regional Overview
- North American Teleconference
- Telephone Access to Research Staff
- Data Select Historical Data Package

DOC NUMBER: 431, 545

Semi-Annual (Q1, Q3)

Semi-Annual (Q1, Q3)

Monthly

**DRI Quest upgrade is priced at \$5,820 annually.*

**REGIONAL ECONOMIC PERSPECTIVES –
ALL METRO SERVICE****\$6,305 ANNUALLY******SERVICE 3001 INCLUDES:**

- The U.S. Regional Forecast Summary
- Metro View, 1 Volume
- Metro View Data Diskette
- North American Teleconference
- Telephone Access to Research Staff

DOC NUMBER: 767, 768, 335, 545

Semi-Annual (Q1, Q3)

Semi-Annual (Q1, Q3)

Semi-Annual (Q1, Q3)

Monthly

***DRI Quest upgrade is priced at \$7,275 annually. Data Select upgrade is priced at \$5,820 annually.*

U.S. REGIONAL SERVICE

Data Select**List Price: FREE**

Data Select is a set of historical databases most frequently used by regional service subscribers. The service offers both U.S. Macro and U.S. Regional historical information. **Data Select is provided free of charge to regional service subscribers spending more than \$9,652 annually.** The service is offered to clients spending less than this for \$5,820 annually. The Data Select Historical Database offering is only available to clients subscribing to some U.S. Regional publication products.

Service Code: 3000

Additional User Charge: \$970

MARKETS DATABASE

The Standard & Poor's *DRI* Markets Database (MARKETS) includes extensive coverage of economic activity, demographics, and market conditions at the state, county, and metropolitan area level, delivering to clients the information needed to analyze regional and industrial market conditions. This database is an excellent tool for monitoring economic activity and for evaluating how individual industries affect regional market conditions. Major industry and trade associations, federal government, and private-sector sources provide the data for the over 79,000 times series.

U.S. CENTRAL DATABASE

Standard & Poor's *DRI*'s U.S.. Central Database (USCEN) includes over 23,000 series covering U.S. economic, financial, and demographic statistics. Coverage includes data on U.S. trade, population, production, income, housing, employment, and finance. History begins in the 1940s.

FLOW OF FUNDS DATABASE

The Flow of Funds database (FFUNDS) includes the quarterly flow of funds accounts and related annual balance sheets information that are compiled by the Board of Governors of the Federal Reserve. The flow of funds accounts bring the many financial activities of the U.S. economy into explicit statistical relationship with one another and with the nonfinancial activities that generate income and production. The system provides extensive sectoral and transactional coverage of financial developments in the U.S. economy: from saving and investment to borrowing and lending. These quarterly data series generally extend back to 1952. Annual information is available back to 1945.

RIS/COUNTY/HISTORY

The RIS/County/History database contains historical information for each of the nation's 3,110 counties. The database contains monthly ES202 employment data, both unadjusted and seasonally adjusted. The seasonally adjusted data also include estimates for any gaps in the raw ES-202 data. Income variables published by the BEA are available – these data are provided at an annual frequency. U.S. Census Bureau population counts and estimates are available at an annual frequency. The database also contains the Census Bureau's monthly housing permit data and the revised annual housing permit data.

U.S. REGIONAL SERVICE

U.S. Markets Single Region Services

List Price \$14,550

The Single Region Services provides a comprehensive overview of state and metro area economies for a single U.S. region: Northeast, South, Midwest, or West. Major users include the utilities and government sectors. Along with a region specific publication, clients also receive the U.S. Markets Regional Overview publication and companion CD-ROM. This CD contains our complete database of state and MSA, both history and forecast. Files are formatted in Microsoft Excel workbooks.

THE SERVICE INCLUDES:

<u>Type</u>	<u>Service</u>	<u>Document</u>	<u>Description</u>	<u>Frequency</u>
22	926	326	The U.S. Markets Regional Review-Northeastern Focus	Quarterly
22	925	328	The U.S. Markets Regional Review-Southern Focus	Quarterly
22	762	327	The U.S. Markets Regional Review-Midwestern Focus	Quarterly
22	924	329	The U.S. Markets Regional Review-Western Focus	Quarterly
		28	Regional Overview and Companion CD-ROM	Quarterly
			Regional Forecast Fax	Quarterly
		545	North American Teleconference	Monthly
			Telephone Access to Research Staff	

State Economic Package

List Price

\$8,730 One State
\$10,670 Two States
+\$1,940 Each Additional
\$26,190 Maximum

The State Economic Package provides comprehensive coverage of the economic activity within a single state (or a set of states) and every metro area, county, and industry in that state (or set of states). State Economic Package clients receive every state and metro area article for their region and DRIQuest access to all state, metro area, county, and business demographics data for their states. The service has a small client base, concentrated mainly in the utility and government sectors.

SERVICE 148 INCLUDES:

- State and Metro Area Articles (for one or more states)
- DRIQuest Limited Dataport (for one or more states)
- Regional Forecast Summary
- Regional Forecast Fax
- North American Teleconference
- Telephone Access to Research Staff

DOC NUMBERS: 62, 85, 335, 545

Quarterly
 Quarterly
 Quarterly
 Quarterly
 Monthly

U.S. REGIONAL SERVICE

DRIQuest**List Price: \$2,910 - \$17,460**

DRIQuest is a user-friendly, Windows-based software tool for retrieving and analyzing economic and demographic data for regions, states, metro areas and counties. DRIQuest also provides access to DRI's business demographics database (detailed historical and forecast data of employment and output for 236 industries for regions, states, and metro areas). Short- and long-term forecasts are available for most concepts, long-term forecasts are available for business demographics concepts. DRIQuest provides (1) customized, (2) ranking, (3) industry, and (4) standard reports. DRIQuest has a large and diverse client base--major users include the financial, utility, government, and manufacturing sectors.

Although DRIQuest is usually sold in combination with other U.S. Regional Economics Service products, it can also be sold as a stand-alone item:

U.S. REGIONAL SERVICE

Single-Copy Review Sales

<u>Type</u>	<u>Svc #</u>	<u>Doc #</u>	<u>Description</u>	<u>Cost</u>
22	343		The U. S. Markets Regional Review--States (Q2,Q4), Metros Q1,Q3). One Quarterly Set Only -- 5 Books (includes the Overview, NE, South, Midwest & West regions) - Choose any quarter	\$10,670
		315	U.S. Markets Regional Review (1st Q)	
		316	U.S. Markets Regional Review (2nd Q)	
		317	U.S. Markets Regional Review (3rd Q)	
		319	U.S. Markets Regional Review (4th Q)	
22	347		Regional Overview One Book Only -- Choose any Quarter	\$7,275
		357	Regional Overview (1st Q)	
		358	Regional Overview (2nd Q)	
		359	Regional Overview (3rd Q)	
		370	Regional Overview (4th Q)	
22	350		The U.S. Markets Regional Review -- One Region One Book Only	\$7,275

These single-copy sales exclude on-line or diskette access to
forecast data or staff consultation.

Ad Hoc Data Package – Subscribers Only

<u>Type</u>	<u>Svc #</u>	<u>Doc #</u>	<u>Description</u>	<u>Cost</u>
44	520		Ad Hoc Data Package	\$999
			Available <u>only</u> to subscribers to the Basic, Regional Market Planning, All State Service, Metro Area Service, and the single-region service. \$3.88/series RIS if subscriber to service #351 or 932.	
49	2703		First Internet Login FREE--Each Additional Login	\$582
22	R021		EXTRA REVIEW COPIES: Any copies beyond the entitled number as part of the subscription, should be billed at the flat rate of \$582 per copy per year.	